

### **Disclaimer**

The transcript of this lecture has been obtained through manual processes and is therefore error-prone. There is no claim to accuracy on the text content provided in this transcription. While it is believed to be current and accurate, it is not warranted to be so. Should any inaccuracies or omissions be found, please notify [hello@healthyseminars.com](mailto:hello@healthyseminars.com) for correction.

### **Disclaimer**

This course and handouts contain general information about medical conditions and treatments. The information is not advice, and should not be treated as such.

### **Limitation of warranties**

The medical information in this course and handouts is provided “as is” without any representations or warranties, express or implied. Healthy Seminars makes no representations or warranties in relation to the medical information on this website.

Without prejudice to the generality of the foregoing paragraph, Healthy Seminars does not warrant that:

- The medical information in this course will be constantly available, or available at all; or
- The medical information in this course is complete, true, accurate, up-to-date, or non-misleading.

### **Professional assistance**

- You must not rely on the information in this course as an alternative to medical advice from your doctor or other professional healthcare provider.
- If you have any specific questions about any medical matter you should consult your doctor or other professional healthcare provider.
- If you think you may be suffering from any medical condition you should seek immediate medical attention.
- You should never delay seeking medical advice, disregard medical advice, or discontinue medical treatment because of information on this website.

# INTEGRATIVE FERTILITY SYMPOSIUM

IFS 2019: April 25-28  
Registration Now Open

Click here to register

[ifsymposium.com](http://ifsymposium.com)



On April 25, 2019 the American Board of Oriental Reproductive Medicine will present the first

## Ray Rubio Visionary and Leadership Award

All in attendance at IFS are welcome

Food and drinks will be served before and after the presentation

Registration for the IFS 2019 closes on March 31<sup>st</sup> – only a few seats left, so don't miss this opportunity.

[www.ifsymposium.com](http://www.ifsymposium.com)

Healthy  
Seminars

Ray Rubio: Hi everyone and welcome to IFS 2017. I'm excited you're here. If you're watching this, most likely I'm not here. I just before Christmas, as some of you know, but not all of you know, I was diagnosed with stage four terminal pancreatic and liver cancer, kind of out of the blue. And it's pretty rapidly progressive. So, it's most likely this is what? January right now. First week in January. So, it's most likely I won't be here to welcome you to IFS but thankfully, with technology I can share with you some of the things I've learned over a lifetime of Chinese medicine and learned from life itself. In this keynote address. So, Thank you all for coming. Thank you all for taking the time.

Ray Rubio: So, what we're gonna talk about today is what I call Knowing Your Story. How it can lead to a more authentic and robust practice in life. You know, throughout mankind's history all the way back to the aboriginals, the North American native Americans, to the first peoples of Canada, mankind has always told stories. It's how we pass down our history. It's how we know who we are, where we come from and where we're going. There's a saying that without a vision the people perish. And you know, I firmly believe that. I think that we're all connected on this planet and we're all connected to each other in that the borders that we see on maps are largely artificial and that the wisdom that we share with each other is what really nourishes us. And that comes on a personal level as well.

Ray Rubio: I know some of you know, I had the great fortune to study with Dr. John Shen for the last 10 years of his life. And the part that I loved the most in sitting with Dr. Shen was watching him with patients and watching him perform case studies and examine these patients and explain what was going on with them. Because, it really helped me to think and to understand what a doctor of Chinese medicine does. Whether it's with fertility or rheumatoid arthritis, or whatever it is. Those mysterious cases that always end up at our doorsteps, because western medicine can't figure it out. You know, that's kind of how Chinese medicine excels, and I'd like to share some of that with you today so that you can come away and feel like you have a new way of approaching things.

Ray Rubio: You know, Dr. Shen used to say that being a good doctor of Chinese medicine is, he used to say, it's like being like that English detective. He could never remember Sherlock Holmes name, so that's what he called him, the English detective. And it really is like that. You know, it's being able to read between the lines and see the clues and see things that patients aren't telling you and see things by observing them. Not just asking them questions.

Ray Rubio: I remember one time I was with Dr. Shen in his office in New York. I would go out and I'd sit with him for a week or two and watch him do patients. In addition to running errands and picking up his relatives at the airport and, you know, all the other stuff I had to do. And that was par for the course. And normally what would happen with Dr. Shen is, you know, I'd sit there in the office and patients would come in, one after another and he'd sit on one side of the table and they'd sit on the other side of the table and Dr. Shen would say, you know, "What's your problem?" Well, that was his short hand for, you know, what's going with you? And so they would start to tell him what was going on with them. And he'd ask very pointed questions about when did it start? When is it better? When is it worse? Blah, blah, blah, blah. You know, and then he would feel their pulse. And he had a little pulse pillow on the table, on the table there. And he had his

watch out and he would feel their pulse and count it and make notes. And then he'd feel their, you know, the other pulse and count it and make notes. Then he would look in their eyelid, and then he would ask them to stick their tongue out. And he'd ask them more questions.

Ray Rubio: And then that was it, you know. Then he would tell them a few things. And typically he would ... Because the whole time he was doing the pulse diagnosis he was also doing palmer diagnosis and facial diagnosis. He would start to tell them, you know, this is when this started and maybe remember when you were 10 years old. This happened. Blah, blah, blah, blah, blah. You know, they'd just be astounded. And I'd be astounded. He would be picking this stuff up. Like, this is how it started. And then he would tell them to go wait in the waiting room and he would write an herbal formula and they'd come back in and he'd tell them how to take it and he'd say, "Okay come back in two weeks. Take your herbs. Get lots of rest. Etc."

Ray Rubio: So, that was kinda how it went. You know, he'd see like 10 patients a day. He had assistants that did acupuncture stuff like that. But he just did the herbal formulas and did the diagnosis. And this one time, it was like at the end of a day. We're in New York and this woman comes in very high class, dressed to the nines. And she comes in with this whole retinue of followers with her. And, you know, usually Dr. Shen would only allow the patient in and sometimes if they were really, really sick, he'd allow their spouse in, but I'd never seen him allow, like, four or five people to follow a person into a room before.

Ray Rubio: So, she came and she sat down and all of her people were behind her. And turns out this woman was one of the Channel family. So, from Paris, extremely wealthy, had flown over that day just to see Dr. Shen. And that's why all those people were with her, 'cause they were all of her handlers. And Dr. Shen sat her down and, you know, said, you know, "What's your problem?" And she started, you know, bursting into tears and, you know, was just beside herself. Obviously, clearly distraught. And she said that about two years prior to that appointment she had started having blinding migraines just out of the blue. And they were debilitating and nothing helped. Pain relievers barely touched it. Sitting in the dark didn't help.

Ray Rubio: And obviously as a child of the Channel fortune seeing the best doctors in Europe was not an issue. She saw A natural Doctor, she saw a holistic doctor. She was admitted to the best institutes everywhere and no one could figure out what was causing her headaches. She had CT scans to see if she had space occupying lesions. She hadn't bumped her head. She, you know, she ... It was just on and on and on. And no one could figure out what was going on with her.

Ray Rubio: So, Dr. Shen kind of, you know, was looking at her and asked her some more questions. And then, like I said, he felt her pulse you know for a few minutes, made some notes, looked in her eyelid for a few minutes, made some notes, looked at her tongue. And then he kind of sat back and he looked at her and he said, "So, where are you staying in New York?" And she said "Well, we're staying at The Plaza." And he says, "Oh, I've stayed there many times." He said, "Are you seeing a show?" She said, "No, I just came to see you." And she started crying again. She was obviously very, very distraught. She

said, "You know, Dr. Shen, I know you're trying to be nice but you know, I really didn't come here to socialize. You're my last hope. And I don't know what to do. And I can't keep living like this." And you know, it was so painful to watch this poor woman suffering.

Ray Rubio: And Dr. Shen, you know, patted her hand for a second. He's like, "Oh, it's okay. It's okay. It's okay." And he leans back and he looks at her and he says, "You know" he goes, "I think maybe two years ago, right before these headaches started, you started using a new eyeliner." And she said, "Yeah, that's when we launched our new 24 hour mascara eyeliner that would stay on for 24 hours." And he said, "Yeah, yeah, yeah." He said, "This, that's the cause of your migraines." He said, "You know, it's going directly into the bloodstream and directly into the brain. That's why it's not showing up on any labs and it's causing this allergic reaction. That's why you're getting these headaches all the time." He goes, "If you stop using that, the headaches will go away." And her tears slowly dried up and she, you know, she stopped and I was staring at him like, you know, what are you Jesus now? I mean, how does that happen? You know?

Ray Rubio: And he's like, "Yeah, yeah. You don't need herbs just, you know, stop wearing this eyeliner and you'll be fine." And sure enough that was the end of your migraines right then and there. And after she left, I asked him you know, how did you figure that out? And he said, well, he felt in the pulse that there was this kind of turbulent quality that felt like inflammation. He wasn't sure what the cause of the inflammation was until he did the eyelid thing. When Dr. Shen, one of his diagnostics was to check the eyelids. Especially the lower conjunctiva of the eyelids. And he said you could see if there was chemical inflammation or drug abuse inflammation, or prescription drug inflammation or injuries. You could see this in the lower eyelid.

Ray Rubio: And so, he said when he looked at her lower eyelid, he saw there was inflammation. But what was most interesting to him, because he saw patients all day everyday and checked their eyelids in all women everyday, he said it was the first time that when he checked the eyelid, he got the mascara on his finger and he couldn't get it off, when he had a little tissue by his thing. And he said that was the clue that gave it away. Because normally, when he checked their eyelid, he'd get some on his finger and he'd just wipe it off on a Kleenex. This one, it wouldn't come off. So, he knew there was something different about this and he saw the inflammation, and he put two and two together and that was the cause of her headaches.

Ray Rubio: And the reason I tell that story is because, you know, sometimes I think, we think that a zang fu diagnosis or a zang fu pattern is a diagnosis. When in reality a zang fu diagnosis is a way of reframing the imbalance in the patient. But real Chinese medicine takes a step back and tries to see what caused that imbalance. Right? If we presume that most patients are in homeostasis and are imbalanced. What caused them to become out of balance and when did that start?

Ray Rubio: You know, I remember Dr. Shen would see patients sometimes that came in and based on their pulse and based what he saw on the eyelids he would find, and based on their facial diagnosis, he would see these old injuries that may have happened like, when they were 10 years old or something when they fell off a horse or something or they had a

skateboard injury. And later in life it would lead to fatigue or disorientation or headaches or whatever. And he would say well that's because when you were young and you get an injury like that, the chi and blood circulation is so strong you can rebound from it. When you're older, those old injuries catch up. Right? And when the chi and blood needs or consumed with daily life, there's not as much to go to repair things like that. And so you'll start to feel the effects of it.

Ray Rubio: You know, he used to say that before the age of thirty we can cheat disease and after the age of thirty disease catches up. So, you know, today, as part of my talk, I wanna emphasize knowing what your story is, looking at your story and seeing the miracles in it. Knowing how to do rewrites in your story. Right? Like a good script. Surrounding yourself with a good cast, right? Because that's part of what makes your story compelling and manageable. And also sharing your story. So, that's what we're gonna go over today real quick. It's not all directly TCM related. Because I think, you know, this whole weekend you guys are gonna be given so much amazing information by so many great teachers. So many of whom are colleagues of mine and friends of mine that you're gonna walk out of this symposium full to the brim with information.

Ray Rubio: You know, but I'm reminded what Dr. Shen used to tell me all the time. And I'm not even sure that he's the original one who said this but it was one of his favorite sayings. He said, always remember. 'Cause, you know, I was always asking him questions. Well what about this? and What about that? And what do you mean by this? And what about that? And Dr. Shen would just look at me and he'd say, he said, "You know, always remember that, patients don't care how much you know until they know how much you care." And that's where knowing your own story comes in. Because we each have a very compelling story that brought us to be doctors of Chinese medicine. And regardless of whether you specialize in herbs or acupuncture or Japanese style, or Chinese style, or infertility, or obstetrics, or whatever. It's your story that gives power to what you do. And I firmly believe that.

Ray Rubio: So, let's go ahead and get started, you know. I'm gonna share with you a little bit about what my story is so, you can see what I'm talking about in knowing your story. Of course, being that I probably won't be here to give this talk in person, let me just start by saying I'm pissed that I'm not gonna see season of Game of Thrones. I can't believe it that you guys get to see it and I don't that's really disturbing. But I guess the flip side of it is, I have back stage passes to David Bowie, George Michael,

Speaker 2: Leonard Cohen.

Ray Rubio: Yeah, Leonard Cohen, Prince. You know. So, you know, I'll be up there enjoying the best concert in the world while you guys have to stick around with Trump. So, I guess it's all even.

Ray Rubio: Anyway. So, little bit about my story. I was ... My mom and dad split when I was a child. My mom had issues with substance abuse. My father, I guess to keep it simple, my father was a Spaniard who had no patience for a wife who was a product of the 70's and very outspoken. So, they did not get along so well and they split when I was a baby. I was pretty much raised in an orphanage and in and out of foster homes. And, you know,

back in the day they would try to always place you back with your birth parent, because it was believed that, that was the best thing, to try and reconcile that relationship. Now, we know that's often the worst thing you can do, is to try and keep putting the child back with the birth parent. Because, the birth parent is often damaged themselves and needs help.

Ray Rubio: So, you know, there were many times I was put back with my mom in between foster homes and from the state, from the orphanage, the state home. And it was just one nightmare after another. Just chaos and violence and never knowing what was gonna happen next. And, you know, I remember one time, just to give you an example, one time I was put back with my mom. And she took me shopping at one of the local department stores. And, you know, I can't remember if we were buying clothes for me, or for her, or for both of us. But, you know, I must have been five, something like that.

Ray Rubio: And I was running around between the clothing racks. You know, like when you're a kid and it's like the ultimate fort and you can hide and, fun and this and that. And anyways. I was doing that just because I was bored out of my mind. And at some point I got lost right? I didn't know where she was. And I came out from under the racks and I couldn't find her and you know, it couldn't have been that long. Maybe 20 minutes or something but you know, with kids, time is different. Right? So, I started looking around for her and I was getting nervous. 'Cause you know I didn't want her to be upset and finally I went up to the help desk and I said, you know, I lost my mom. I was over here and I showed them what department I was in and blah blah blah. And they said, "Oh, yeah. She came up here looking for you. We think she's waiting for you outside."

Ray Rubio: So, I ran as fast as I could down the aisle of the store to find my mom outside. 'Cause you know again I didn't want her to be pissed and she was outside, standing in front of a store, leaning up against our car like this, with a look of fury on her face. So, I could tell she was not pleased. And I walked up and I was, "I'm sorry mom. I got lost. I didn't realize what time it was" and blah, blah, blah, blah. And what I hadn't noticed was that her arm was on top of the car and it was holding something. And what it was holding was a crowbar. And she took that crowbar, bent me over the car and started beating the crap out of me in front of that store. And there was a crowd of people gathered round watching this.

Ray Rubio: And the thing that struck me in that moment aside from this is wrong and no parent should ever ... The thing that struck me about it is that the shame. I don't even remember the pain. I just remember the shame. And I'm not telling you this story to get shock or sympathy or anything like this. I'm telling you this story because this is part of owning your story. Part of owning your story is not letting things like that define you.

Ray Rubio: And that was just one example and they weren't all at the hands of my mom. Some of them were things that the foster parents did. Or things that, you know, no child should have to go up. And I know in this room I know, many of you in this room. Many of you are my colleagues and I've heard some of your stories and I know that horrific things have happened to you as well. And I think that's part of why we're drawn to Chinese medicine. Because, it allows us to heal Because every patient that we see is a teacher and they're healing us as much as we're healing them. So, I want you to know, it's

important to know your story, to embrace it. The good parts, the bad parts, the joy, the sadness, the grief. You know, that's what life is. And our stories make us who we are. And knowing who you are and where you come from gives you a strength not a weakness. And it allows you to go and to hold space for patients that are going through very difficult times and to be okay with that, to not be afraid of it. Right?

Ray Rubio: So, I encourage you, know your story. Look at it. Know where you come from. Know your family's history. My best friend David, his family was exterminated in the camps. His father was a polish rabbi who barely made it out of Poland in time before Kristallnacht. And if his dad hadn't have made it out, I would never have known David. And there's stories like this all over the world and all over this room today for those of you who are here. We all have these stories of courage and survival and tenacity. And surrender and overcoming. And I really want you to embrace that. Because, if you regularly embrace your story and honor it and remember it, it's not as easy to get caught up in the day to day small stuff. Because your story informs who you are and where you're going. And so, it allows you to have a vision and a purpose in your life.

Ray Rubio: And remember again, without a vision the people perish. And that's not just on a group level that's on a personal level. People get distraught. People get burnt out in their practice. They get burnt out in life. They lose hope when they forget their story, when they forget their purpose, when they forget their vision. So, remember your story. Remember who you come from. Sit down with your relatives and your grandparents and your cousins and do genealogy. Remember who you are and where you come from. I can't encourage you enough.

Ray Rubio: So, the first part, remember your story, know where you came from. The second part, look at your story and look for the miracles in your story. Throughout my life growing up, repeatedly in places where I would least have expected it. In and out of foster homes, in and out of an orphanage and so on, and so on, and so on. There have been people that I firmly believe were guardian angels. And they came in all shapes and sizes, jobs, things you would never recognize. You know? Whether it was the janitor at one of the elementary schools that I was at while I was in one of the foster homes I was at.

Ray Rubio: You know, like, when you're in the foster care system often you change schools and change families every six months, or nine months or every year. And, I mean, you know how it is when you're a kid. Every time you start a new school it's so hard to get to know people and you're the new kid and it's embarrassing and everyone else knows each other. And, you know, and when you're a foster kid the other weird part about it is even though you're living with this family who may have kids that go to the same school you're at, they have different last names. So, all the kids want to know, why is your last name different then them? And so you feel compelled to have to explain to them what your, you know, why you have a different last name than the other kids. And that part's embarrassing. So, you end up feeling embarrassed and spending most of your time alone and not getting to know anyone.

Ray Rubio: And I remember at this one school, you know, I'd be kinda by myself a lot of times at lunch and during recess. And this one janitor, this African-American guy, you know, who really didn't say much, kinda kept to himself. Sort of became my friend right? And his



name was Joe. And you know, he taught me about his job. And you know, showed me how to screw in a screw and how to fix things and, yeah, I couldn't have been more the second grade or third grade or something like that. And he taught me about integrity and doing the right thing, being honest, not being judgemental. You know, and I still look back at that, that year, that I was at that school and what I learned from him and how he became my best friend for that year that I was there.

Ray Rubio: And on and on and on, throughout my life, there have been people like that. Dr. Shen was an example. You know, I mean Dr. Shen is one of the greatest in my opinion, one of the greatest doctors of Chinese medicine in the last two or three hundred years. You know, and he had had several students before me. Leon Hammer of course being the first and foremost. And Dr. Shen himself told me that there have been many students who came to study with me but only one really learned and that was Leon. So, the rest of us got a chance to sit with Dr. Shen but really only Leon was able to take what Dr. Shen was doing and repeat it.

Ray Rubio: And you know, why would Dr. Shen take me on as a student? He was 80 years old. He was getting up there in age. His energy was not what it used to be. And he'd had many student. Why take me on? I was nobody. I was someone fresh out of Chinese medicine school. I don't know the answer to that. I just know that there had been people like that throughout my life that have been there at just the right time who have helped me become the person who I am and the doctor I am, and the teacher I am. And I think if you examine your life, you'll see that there are people like that in your life all throughout it that have been there at the right time and the right place. And have taught you things that maybe, you didn't even recognize at the time would inform who you'd become later.

Ray Rubio: So, when you look at your life, look for the miracles. They're everywhere. And sometimes they might be small. Sometimes they might be big. You just never know. But, they're important, you know. And if you pay attention again, they become part of your story. Just like, the children of Israel escaping Egypt and the Red Sea parting and all the miracles that took place. You're miracles become part of your story and let you know that you're on the right path and that it's gonna be okay and you don't need to give up.

Ray Rubio: You know, I remember another time. This is when I first had just started practicing, and my friend Chris and I were practicing at another acupuncturist office just doing a fee split. 'Cause I had literally just graduated from acupuncture school and just passed my state boards. And, you know, had not patients and so we were seeing her over flow patients. And we were there for like, six months maybe a year, something like that. And had gotten our own six patients each, you know, very small number of people we say kind of on a regular basis. And in the mean time, Chris and I had been out looking for our own spaces, we knew we wanted to open a practice together. We were great friends, we wanted our own place. So, we would go there and work during the week and then when we went there we would go look for our own place on the east side of LA.

Ray Rubio: And we looked and looked. And finally we found a place. And we found a place that, you know, was kind of run down, had been an old hair salon. So it was, you know, covered in chemicals and kinda disgusting. So, we spent like three months scrubbing the place

down and cleaning it up and painting the walls and da da da da and getting it ready. And you know, getting ready to sign the lease on this place that would be ours. And you know, it's always a big deal when you go into a practice. Especially like Chis and I. Neither of us had a big nest egg to invest. So, we were kind of going out on a limb. And I'll never forget the day we gave notice at the practice we had been at on the west side. And we told them that we were opening our own practice. And we went to sign the lease at the new place and I looked at my schedule for that week and I think I had five patients scheduled for the whole week. And, you know, maybe one on the first day and two on the second day and that kinda ... very sparse.

Ray Rubio: And so, we signed the lease and we paid our money and my first patient came in. And I kind of had a policy at that time which I still do. That if it's a patient's birthday they get a free treatment. Alright? I don't charge them for that. So, I ... This patient came in and, you know, I gave her, her treatment etc. As I'm checking her out, you know, I had no assistant back then because I couldn't afford it. So, as I was checking her out. I said so, what are your plans this weekend, she goes, "Oh, it's my birthday today. So, I'm going out." And I'm like. "Of course it is." Happy birthday. You know, your treatment is free today. Which of course I meant. But at the same time just couldn't have been worse timing 'cause I just, you know I was eating Top Ramen every day and I put my last penny down on the lease. And I really needed that \$75.

Ray Rubio: So, anyway, so that was it. Sent her on her way. Wished her a happy birthday. Went home and, you know, I'm driving home and I'm thinking to myself this is a bad idea. You shouldn't have done this. You know, the world's gonna cave in and then I started reminding myself of the miracles and of the guardian angels that had been there with me, you know. Even finding this office what a miracle it was. And I got home and I walked in the door and the phone rang. You know, this is before cellphones right. So, the phone rings at my house. And I pick it up and it's this guy David. Now, David had been a patient of mine at the previous practice the one I had been doing the fee split at. And David was a bodyguard for the band U2 who is my favorite band of all time. Bar none.

Ray Rubio: You know, I went to school for a year in Ireland actually as a study abroad program for UCLA and I saw U2 for the first time in Dublin and been a fan of theirs ever since. So, anyway Dave ... What it comes down to is when the band is getting ready to go on tour they each ... each member of the band has their own personal bodyguard to protect them when they're going from set to set and place to place. And David was Larry Mullen's bodyguard, the drummer. And he had injured his knee playing ultimate Frisbee or something like that. And so, he'd been seeing me at the other office because, if his knee wasn't up to par they were gonna leave without him and get a different bodyguard and he really wanted to go on tour with them. It was the Pop Mart tour. The one where it was all the big stadiums on the outside and the big flashing lights and, it was gonna be like, a two year tour. So, he really wanted to go.

Ray Rubio: So, I, you know, I had helped him and his knee was fine and he was able to go on tour and the first opening date was in Vegas. And they'd really been rehearsing a lot. And this is the first time they played outdoor stadiums. Like, normally U2 plays indoor arenas so,

they were concerned about Bono's voice. You have to project a lot more in outdoor stadiums they weren't sure how it was gonna be pulled off.

Ray Rubio: Anyways so, it's David on the phone and he says, he goes, "Hey Dr. Rubio... He goes, I want you to know, you know, we're in Vegas. The show went great last night." He said, "But you know," he said, "Bono's losing his voice." He said, "Adam has insomnia because he's on the wagon." He said, "The edge has tinnitus." And he said, "Larry's got tendonitis from the drumming." And he goes, "I told them all about what an amazing job you did with me and how you fixed my knee" and blah blah blah. And he goes, said, "So, you know, we're leaving this afternoon from Memphis the second date on the tour." And he said, he goes, " and I hope it's not too much to ask but I told them how much you helped me. And we were wondering if we could fly you out to Memphis and you could treat the band members and, you know, help Bono with his voice." And blah blah blah blah. "And you know, we'll pay for everything. We'll put you up in the hotel, we'll fly you out first class and we'll pay you really, really, well for coming out and doing this."

Ray Rubio: And he said, "You know, so I just had to call and see if there's anyway you could possibly do that." He said, "I know you have busy schedule and this and that." And I said, "Well you know, David hold one one sec, let me check my schedule." Right? "Yeah, I think I can do that actually." So, suffice it to say I got on a plane that afternoon, flew first class to Memphis, stayed in the hotel on the same floor as the band. Got to meet one by one all my favorite band members in the world. They all got better with the treatments. Gave Bono some Xiang Sheng Po Di San which is a great formula that is traditionally used for Chinese opera singers when they lose their voice. So, gave him that and his voice totally came back. And he took a giant case of it on tour with him. And got to go to the concert. They gave me a backstage pass that was good for any concert they had on that tour in the world for the next two years. So, I could go to Paris and go backstage. I could go anywhere and go backstage and see them. And they paid me really really well on top of all that other stuff.

Ray Rubio: So, again, you know, a miracle. Seeing when, if you get in line with the universe and let go. And remember where you come from and remember your story and the things you've already overcome it's easy to welcome new miracles on a regular basis. So, again, know your story, look at your story and look for the miracles. Alright?

Ray Rubio: Be open to rewrites. So, many of you don't know this but, before I was a doctor of Chinese medicine I was in the entertainment business. I went through the agent training program at William Morris, which is the world's largest talent agency and I represented writers and directors for a little while before I got sick of that business.

Ray Rubio: You know, and you learn when you're in that business that every script is just a first script. There's always rewrites. There's always adaptations. It's never ending there's so many pieces that go into it. Because this actor or that actor doesn't like how their character's portrayed or doesn't like this or whatever. So, there's always, always, always rewrites. Right? And so, when you look at your life, when you examine it, when you look at what's going on in the present, be open to rewrites in your own story. If you feel like the definition of who you are is not where you hoped it would be or not what it is at this point, remember that you have the ability to create your own life. Right?

Ray Rubio: A big part of, and I think the largest part of our lives is not what happens to us but how we react to what happens to us. Right? So, when you look at your life, if things are ... if you're facing issues and problems that keep coming up, take a moment to look at that and maybe do a rewrite. And maybe realize that you don't have to be defined by that particular persona that maybe you think is who you are. It doesn't have to be who you are. You can rewrite your life at any stage of the game. Right? I mean, If you look at Tony Robbins who's one of my favorite speakers and one of the most inspiring personalities.

Ray Rubio: You know, Tony grew up in a household where his father left him at a very young age. There wasn't much support. There wasn't much encouragement. You know. And when Tony Robbins first decided he was gonna start being a life coach and start inspiring people, he was basically a flop for the first bit. But, he believed in himself and he believed that he could write his own story and that he could rewrite his story and didn't have to be defined by the script that was given him. That he could take that script and rewrite it and make it better. And each of you can do the same thing.

Ray Rubio: You know, my friend Lorne is always saying that, you know, when he teaches classes on how to be more successful as an acupuncturist and how to grow your business. One of the first things he learned and I agree with him 100% because I've seen this in my life over and over and over again. One of the best ways to rewrite your script. If you feel stuck in your business, if you feel like you've hit a plateau in your life, or in you practice, or in your relationships. One of the best ways to rewrite your script is to learn something new. Take a course, take a CEU course, go away for the weekend. Learn something new in Chinese medicine. Devote yourself to a training program. Maybe it's classical Chinese medicine. Right? Maybe it's Jing Fang. Maybe it's a new acupuncture style. Maybe it's immersing yourself in fertility if wanna learn that and you feel like you don't know enough. Maybe it's a personal journey like, taking six months on a Sabbatical and going to a ashram and training yourself and learning how to meditate and find that quiet space. There's many, many ways to learn something new and to embrace a new part of yourself that's waiting there. It's waiting there all the time and you just have to open the doors.

Ray Rubio: So, again, if you find yourself stuck. If you find yourself wondering what the next step is, you know, don't be afraid to rewrite your script. Don't be afraid to learn something new. And don't be afraid to try something new. So many times I've had people like, you know, they ask me about doctoral programs. What about the Yo San doctoral program in reproductive medicine? Or what about this two year program in this? Or should I sit for the ABORM exam? You know, it's a whole year or two of studying and this and that. You know, and I'm already 42 or I'm already 45. I'm this, I'm that, I'm the other thing. Or I'm thinking of, you know, studying to become an RN and so on, and so on, and so on.

Ray Rubio: You know, I'm always struck by the fact that ... Let's say your 40 years old and you decide you want to take the a doctoral partner. The DAOM and you wanna do the one at Yo San and it's two years. And, you know, once a month for a whole weekend and a lot of studying and a lot of papers and this and that. Just remember something, two years later whether or not you do that Yo San program you're still gonna be two years older. You're still gonna be 42. Right? Why not be 42 with a DAOM? Right? Or if you're

gonna do a nursing program at the age of 40, why not be 44 with an RN? Or, if you decide midway through your life you wanna become a physician, why not be 45 or 46 with an MD? There's nothing stopping you. Don't let age be some artificial boundary that you think keeps you from pursuing what you want to pursue. Right? It's all yours all you have to do I step out on faith. And if you do decide to go for it, I mean, what's that famous saying? The journey of a thousand miles begins with the first step. Its' just one step after another.

Ray Rubio: And you'll find your way. And before you know it, one year becomes two. Two years becomes three and you've got a whole new life and a whole new group of friends and a whole new group of colleagues and you're doing what you love. Don't put off until tomorrow what you can do today.

Ray Rubio: You know, when I got this diagnosis, so many people have asked me, like, are you afraid of dying? Are you angry? Are you this or that? And I can tell you with complete honesty, no. I'm not. I think part of it as I've shared with my friends is that I have lived in one life what most people don't live in three lives. I've travelled the world. I've studied abroad. I've had multiple careers. I've overcome challenges that not many people face. And turned lemons into lemonade as they say. So, this is just one more chapter in the journey. You know, I'm not going through the five stages of grief. Because I don't have a bucket list that I need to go check off. I've checked off my bucket list throughout my life. I haven't put things off. And I encourage you to do the same. It's never too late, you're never too old. You can do whatever you want. You have the support you need if you just reach out and ask for it. Right?

Ray Rubio: I remember when we started the ABORM so many people were concerned and worried an you know, had misconceptions about what the purpose was and where we were going. You know, just day after day, year after year surrounded by friends. We just tried to do the right thing. And I remember probably eight years ago now, at one of the exams, 'cause we always held the exam in conjunction with the conference. Lorne and I were sitting down having tea or something. And, we thought, you know, how cool would it be, to have a fertility only symposium? Where, you know, we could bring out all our friends and colleagues and people we know are such great teachers and just have whole weekend devoted to really high level teaching of fertility.

Ray Rubio: And at that point it was just a vision for us. We didn't know how or when we'd be able to pull it off. And now here we are at IFS 2017 the third year in a row. Every year is more successful than the one before it. We have, this is our tribe. These are our people. This is who we look forward to seeing every year. Every one of you is part of the family. And we're not joking when we say that we think this is the best conference we've ever been to. Period. Every year. So, be open to new ways of thinking and new ideas. And be open to rewriting your script and don't be afraid to start from scratch. Okay?

Ray Rubio: And that leads me into the next subject which is part of knowing your story and living your story, is surrounding yourself with the right cast. Right? So, you guys, everyone here at IFS 2017, you are all part of my cast. You're all part of my story. You've all touched my life in ways that many of you will never know. And hopefully I've touched your lives. And that's worth more than you know. You know, sometimes until you're

facing your own mortality, you don't realize how even the smallest meetings and the briefest exchanges are transformative and it's not til later that you see that. So, surround yourself with the right cast. Surround yourself with people that share your vision. If people are negative and they're naysayers, it's okay. Bless them in their path but don't try to convince them. Don't slow yourself down. Surround your people with people who share your vision, who wanna go where you're going. There are many paths in this life and not all of us share the same path. So, if someone doesn't share your path and isn't interested in going where your going that's okay. Let them go where they're going. Alright. What's most important is that you follow your path. And part of that is surrounding yourself with the right cast.

Ray Rubio: So, I know in my life, my friend Lorne, Dr. Shen, Chris Axelrad, Katherine Anderson, Randine Lewis, Alan Janssen, Jane Lyttleton, on, and on, and on, and on. There's so many of you. I can't even name you, partially because I'm on painkillers right now but. You all know who you are. It would take up the rest of this talk to try and list every single person. Many of you I've known as colleagues, many as students, many as teachers. And I think all of you have played each of those roles. So, if you're a student, you were also a teacher. If you we're a teacher you were always a colleague. And that's really what's important you know?

Ray Rubio: As you go on your path and as you walk your story and do your rewrites, look for the miracles. Remember, at the end of every day it's good to sit down and break bread and appreciate those who are on your journey with you. Right? And give thanks for that opportunity to learn what you've learned, to share what you've learned, to honor each other. You know, because life, is in the moments, it really is.

Ray Rubio: And lastly, so we ... You know your story. You look at your story and you look for the miracles. You're open to rewrites in your story. You surround yourself with the right cast, people who share your values and share your vision and share your heart. And lastly, you share your story. What do I mean by that? What I mean by that is like, what I'm doing with you right now. I'm sharing it with you. Parts of who I am and how I got here. And that's important, whether it's with your family, whether it's with your friends, whether it's with your students, whether it's with your patients. You know, you won't share all of your story with everyone but share your story. Because every time you repeat your story you give a part of yourself and you give permission to that person to share their story.

Ray Rubio: Sometimes we think like, in my instance with my mom, you know, the shame can become unbearable. And we think that it's something we need to hide When in reality it's something we need to embrace. And sure because then it gives permission to someone else to shine the light on the things that they think are shameful when in reality they're not. Right? We all have things that we've overcome. We've all had horrific experiences. But when we shine the light on them and our friends look at us and say "Hey, that's okay." Right? "I've been through something like that." And they share their story, there's healing that takes place. And we can see those things for what they are. Just steps in our journey, they don't define us.

Ray Rubio: And so, you know, as you enjoy this weekend and as you go on in your lives and in your practices, I hope that you'll take the time to look at your story. I hope that you'll take the time to look back at your story and look for the miracles because I promise you that they're there all the time, little ones, big ones, they're always there. I hope that you'll be open to rewrites and open yourself to learning new things all the time. Because, it just makes your story that much better the more willing you are to learn something new to try something new. You know, even if you fall flat on your face. It's like, Muhammad Ali said once, he said, "There's no shame in going down. The only shame is in not getting back up again."

Ray Rubio: So, don't be afraid to give it your best and if you fall down, if you don't succeed, just get back up again and try again. That's where the real courage comes. Make sure you surround yourself with the right cast. Look around you, take the time to tell the people that you consider to be part of your family and your tribe. Take the time to tell them I value you. My life would be less joyful and less full if you weren't in it.

Ray Rubio: And lastly I would encourage you to share your story. I want each of you here this weekend as favor to me, to take the time and to pull someone aside who you know, and who you value and I want you to share some of your story with them. Take the time to sit down and let them know who you are, where you came from, what you're doing, what your hopes and your dreams are. I want you to walk away from this conference and this symposium not just with more knowledge but with more depth of friendship, with more of a tribe, with more of community. Because, that's what will sustain you through life. And that's what's gonna sustain you in your practices when you get down. That's the important stuff, I promise you. Everything else is just detail. The important stuff is sharing who you are, embracing who you are, talking to your cast members, learning new things and trying to do it all with a sense of humor, a sense of joy, and a sense of discovery. Alright.

Ray Rubio: Without being too corny, because I know it's used all the time in yoga and in holistic medicine circles. But in reality, the term namaste means that I bow to the sacred in you. But there's God in each of us and if we recognize that, it helps us to see who we are and who everyone else is in our lives. Namaste. It's been a joy knowing you.

Lorne Brown: That was a great rehearsal. I'm gonna press play this time. And see if we can get it on tape. Thank you.

# Healthy Seminars