

Jaime Masters: Welcome to Eventual Millionaire. I'm Jaime Masters and you have no idea how excited I am to have Naveen Jain on the line. Right now, I have not actually gone after any millionaires to interview in the last probably two years. This one I heard about him and I was like, "I need to get him on the show no matter what it takes because he's amazing." He does Moon Express, Viome, serial entrepreneurs to the nth degree and thinks probably bigger than anybody else that I've seen besides Peter Diamante's which I'm sure your friends with also. So, thank you so much for coming on the show today Naveen.

Naveen Jain: Well, thank you Jaime. It's very kind of you to invite me.

Jaime Masters: So, on your site you talk about being really humble also. And, even in the first 50 minutes that we started talking, I feel like I've known you forever which is a rarity here. So, why do you think being humble and connecting so much is so important?

Naveen Jain: First of all, the only way someone knows you have been successful is when you actually become humble. Because, humility is a sign of success. If you still have an iota of arrogance left in you, that means that you're still trying to prove something to yourself or someone else. And, the day you become successful is that they you become humble.

The success is not measured by how much money you have in the bank. Success is always measured by how many people lives you've been able to improve. And, if you focus on improving people's lives, everything else that comes to you is simply a byproduct of that. So, if you can go out and help 1 billion people somehow, then you can absolutely create a \$10 million company. If you can go off and solve the problem that is a \$10 billion problem, you would create a billion-dollar company. So, it really is going out and doing things that are meaningful, going out and doing things that help people, people's lives, is how you get great companies.

Jaime Masters: How can someone do that, especially if they do have a bit of the scarcity mindset or the piece for they don't feel like they could do it all? How can they go to that level of thinking?

Naveen Jain: So, it really is all in your mindset. The minute you believe something is impossible; it becomes impossible just for you and no one else. So, the fact is if you believe it can't be done, can't be done. If you believe it can be done, then you can go out and do it.

What I find really amazing is the minute you go out and put a great audacious goal out there, the givers will align itself and find the right set of sources to make that happen. And, I can give you countless examples of how that actually starts to become real.

But, you have to have that internal conviction that you are willing to give your last drop of blood to make it happen. So, if you believe that something is so ingrained in your body, in your DNA, in your blood that you're willing to die for it, then you can live for it. And, the thing is that if you want to find what your true passion is, find out what would you do if you had everything in life that you wanted? You have \$1 billion. You have an amazing family. You have everything that you want. What would you do?

And, if you do that today, you will get everything that you want in life. So, it really is taking the life backwards, doing things that you would've done when you retired is what makes you retire.

Jaime Masters: Exactly what everyone needs to hear right now too. But, if we're not there yet, let's say they start bringing something and going, "I know this is my mission in life. This is the impact I want to create. I am so inspired by this. But, I'm not willing to give my last drop of blood for it." Like, there are levels within that right? Especially of belief. How do we know where we are now in regards to that and how far we can go?

Naveen Jain: Why you are doing it. If you say I am doing it because I want to make money, or if you say I am doing it because this thing that I'm doing is so meaningful to me that this is my calling, this is my life, I'm going to dedicate my life to making this happen, in that case it's about the journey. So, it's not about the goal that you put out there, it is about the destiny that you set for yourself knowing that even if you never reach that goal, you've moved humanity forward.

That means it becomes at worst a relay race that moves humanity forward and someone is going to take that much on and move humanity further forward and somebody is going to have achieved that goal. And, if you are the one who could run that race all by yourself, the marathon, all the more power, but you have to believe that it doesn't matter what happens, I'm going to enjoy that journey that is going towards the destination that I care about, that I may not reach their but it doesn't matter. I never have to look back and say, "What for?"

Because, a lot of the times people go out and give up their soul,

give up what they stand for, and they get what they were looking for and they look back in life and say, "What for? I have given up everything that mattered to me to get something that doesn't really matter to me anymore." Instead, if you say, "I'm going to go out and try to get the things that actually matters to me," then it doesn't matter the journey has been tough. You didn't have the food along the way. It didn't matter he were thirsty for half the time. But, when you reach that goal and you say it was well worth it.

Jaime Masters: Do you think it's more about – that level of conviction, is more about finding it or is it more about creating it?

Naveen Jain: So, it really is about – it's an internal thing. So, it has to come from who you are. It's like happiness. You can't find happiness in something else. So, for example, you say it is the places I visit that make me happy. It is the people around in my life that make me happy. Because, the minute there is something or someone that makes you happy, you've given the remote control of your happiness to them. But, that means the one who makes you happy has the control of making you unhappy.

And, in fact, if you are happy inside, then you can go anywhere in the world and you could be sitting in a dark corner and you'll find happiness because it's inside you. And, if you are unhappy inside you, you could go to the most beautiful places and you'll find that happiness there because you brought it with you.

Jaime Masters: How do you do that? Like, I meditate, and I have evolved as a human to focus before on metrics, and now I'm focusing on emotions and it has been an amazing journey and way more in-depth than I ever imagined when I first started it. How do you do that? How do you know and cultivate that happiness? Especially for advice for people that might not know how to do that?

Naveen Jain: Interesting thing is most of the time people get so focused on the process. It is not about the process of how you get there. It is about you wanting it and you will find what works for you. Some people the meditation is what works for them. For me, it is simply closing my eyes and to be able to visualize the world that I want to create. Actually, that world can exist, and that's my exercise.

So, if I have to go make a decision about wanting to do something, I just close my eyes and visualize, and I say, "Oh my God, look at this world. This is the world I want to see. Can I visualize that world?" And the beauty of – people talk about vision and what

lacks in vision is the visualization. And, a lot of the times the vision is so hard that you can't visualize. I want to be number one the biggest market share in this industry. Now, you close your eyes, what does it look like? The answer is, nothing. Because, it really means nothing.

And, the right vision is something that anyone can simply even the eyes open can visualize. Martin Luther King if he said, "I want to see the gender equality and I want to see all that," people would say, "What you mean? I can't visualize that." But, what he said was so meaningful that he says, "I want to see a world where Black man is holding the hand of a white girl walking together in harmony." Now, that's something we all can visualize. I like that world, right?

And, that is the part of the visualization, the vision is can other people actually sign up for that vision? So, as you know we started this company called Viome. I didn't say we do the microbiome testing, I didn't say we do this. That is not what it is. It simply said imagine living in a world where illness is optional. Imagine a world where no one has to suffer with any chronic diseases. Imagine a world where the suffering has been removed because it was your choice. That is a world you can imagine saying, "Oh my God, I see it." I remember my grandmother suffering from cancer. I remember the friend of ours that died because they had Parkinson's. Oh my God, I can't remember – my memories were taken away from my mother because she got Alzheimer's and she couldn't remember why I was.

You can say what if all that could go away? What if people were committing suicide because they're depressed, and it doesn't have to happen? And, that's the world we can create together and that is our vision.

Jaime Masters: And everyone is like, "What is Viome and how do we do that?" Tell everybody what it is in what it does to so that way they understand how does this stuff. Because, I even told my assistant about it and she's like, "This is amazing." It's incredible.

Naveen Jain: So, think about that. Every single chronic disease, we named these things, but they really are named for the purpose of insurance companies and pharmaceutical companies. God didn't say, "Oh, let's name this Alzheimer's and let's name this depression." The fact is it is a second symptom that are named these diseases, so we can go out and create a pharmaceutical drug for it. But, the fact

remains is that our body is a one system. Every single chronic disease, 95 percent to 99 percent of all chronic diseases chronic inflammation. That we see our simply about chronic inflammation. And, the chronic inflammation happens when the immune system is not trained by your gut microbiome.

So, if you think about it, 2,500 years ago, a philosopher named Hippocrates said all diseases begin in the gut. What did you know? Then he said something really interesting which is that today we struggle, we all say, "Oh, we need to go on paleo diet. We need to go on a ketogenic diet. We need to be on a low-carb diet. We need to be on an Atkins diet." In the point is, you know what he said? One man's food is another man's poison. That means there's no such thing as a healthy diet. There is no such thing as healthy food. The food that can heal one person can actually cause inflammation in another person. One man's food is another man's poison.

And, the third thing he said was really beautiful which is let food be medicine and let thy medicine be food. And, that's all it is. Why do we need the pharmaceutical drugs with the food is the drug we need? But, pharmaceutical companies have become a parasite on humanity. Their sole purpose is to keep you sick. In fact, all these drugs are simply there to suppress the symptoms, not to cure anything. One of the pharmaceutical companies' CEO once said, "The best drug that develop are the ones that people have to take for the rest of their lives." Imagine what they're saying. What they're saying is the best drugs are the ones that cure absolutely nothing, so we can continue to make money from you.

Now, that person, if he is not ashamed and has committed suicide right now, someone should just kill him. Those are the parasites on humanity and these are the actual – the definition of parasite is someone who takes more than it gives is a parasite. Now, I know a lot of the people probably listening to it can say, "Oh my God, am I the parasite?" And, you have to ask yourself that question. How much are you giving back to the society versus how much are you taking from the society? And, if you are taking more than you're giving, then you are a parasite.

Jaime Masters: And, that's sort of the point of entrepreneurship though, to really make the world a better place and to give more. Right?

Naveen Jain: And I love that Jaime about you. Because, people are so afraid to say that the things that I am doing actually make money. It's profitable. And as an entrepreneur I can tell you that doing good

and doing well are not mutually exclusive. In fact, the only way to do a large good in the world is to do well. Even if you are the richest man in the world if you keep losing money it's only a matter of time you're going to run out of money. So, what I say is if you want to do a small good in the world, you create a nonprofit. If you want to do large good in the world and you create for-profit companies and becoming an entrepreneur.

So, entrepreneurs are the ones that are going to solve the world's biggest problems. Entrepreneurs are the ones that are going to become the next superpower making the nation-states completely irrelevant. the nation

Jaime Masters: Okay. So, let's help them empower themselves. Because this is a thing. I feel the exact same way. One of the reasons why I started the show was to help those people that have the integrity that really know they can do good in the world make enough money and build their confidence and belief structure enough so that way they know how much they can do. Because, I think they hold themselves back because of mindset and believe. So, how can we empower them to really go after it? Especially when they're looking at the tangible my car payment, all these things, they look at this and it's hard to do these big moonshot goals because of what is "reality."

Naveen Jain: So again, remember, a moonshot goal doesn't mean it's not a big idea. It doesn't mean you're going to actually not be up to make your payment. So, let's look at Viome. So first of all, you have to understand this is now my seventh venture. I am never starting two ventures in the same industry. That means I believe once you're good at something and want to become an expert in your field, you actually become useless in that field. And here's why. Because, once you become an expert you start to take the foundation of what it is in that field for granted. That means at best you can make incremental improvements. You can make something slightly better than what someone else has done.

But, if you want to disrupt something, if you want to make something 10 times or 100 times better, you have to be a nonexpert. That means you have to be able to challenge the foundation of everything that people have taken for granted. So, I have no background in computer science. I have no background in – and, I started the best company on the Internet in my early days. I have no background in aerospace and I started Moon Express. The only company in the universe that has permission to leave Earth orbit and land on any celestial body.

Jaime Masters: Really? On any celestial body?

Naveen Jain: Yeah. We are the only company that can leave Earth orbit right now. The only company that has permission to do so. The point is, I started Viome. I have no background in medicine and no background in science. What is it that does that? It's because I am able to look at something and say, "Why can't it be done?" So, when I was finishing up my project on the Moon Express venture that is the company with the purpose is to be able to create a multi planetary society. So, imagine, what is the biggest fear we would have? Is that our whole human species can be wiped out?

So, all of us as one human species live on a single spacecraft and we have called a spacecraft planet Earth. Now imagine if our spacecraft got hit by a large asteroid. What would happen? We all would become dinosaurs. What happened to dinosaurs? They all disappeared with that. Now, do we want to be the dinosaur? Imagine if you could hear every dinosaur rolling in their graves. What would they be saying? They would be saying if they had one good entrepreneur dinosaur, they would still be roaming on the moon and Mars and beyond.

But, they didn't have the garage when you're a dinosaur. But, we can have entrepreneur human beings. So, why not take care of that, right? The purpose was if we can find a way to live off this planet, away from this planet, and if something were to happen to our spacecraft, we would still be there and re-create humanity again. Right? So, that's the goal of creating a multi-planetary society.

Of course, you have to go out and build a business around it and you can go mine for the resources because the moon has 16 quadrillion worth of minerals, rare earth minerals, platinum grade materials, it has helium-3 which is the best isotope for fusion energy. That means a small quantity of helium three could power the planet for generations to come and that could become the best way for us to get abundance of clean energy with absolutely – and, really cheap.

Obviously, along the way you could constantly help humanity be better on earth but having a plan B of life, so we can live on the moon. And people say why not go to Mars? And the answer is Mars is a beautiful place and you want to be on Mars and you want to be on the moons of Jupiter and Europa and Titan and you want to be everywhere. But, it's better to be a lunatic three days away

meant to be a Martian six months away. Because of the beginning the kinks are gonna go wrong and you want to be close to your home planet so that you can be evacuated, you can come back. And, the problems are very similar with a good living on the Moon or Mars. It's low gravity, it's high radiation, and you have to solve those problems.

The temperature differences. And, the human body is extremely adaptive. And, the technologies that are coming on live that will allow us to live on the moon and Mars because we don't have to worry about radiation. Nature has solved many of these problems in a sense that we find the bacterial species growing in the radioactive nuclear waste. That means that nature has figured out how to protect its DNA from very high radiation. And, interestingly, they have figured out how to use radiation as a source of energy so they don't need anything else other than the radiation.

Now, imagine if you could take those genes from those bacteria, use the crisper as the technology to modify all human genes. Suddenly, we can live in radiation and instead of eating pizza we just want radiation. So, in the evening, you say, "Honey, do you want to go out for a walk and get some radiation?" Right? And, that could be our future. And, that's the kind of thing you have to start imagining because of things that things that used to be science fiction are now becoming science reality. And, if you can imagine it, you can do it.

Jaime Masters:

Okay, so, within all of this what's crazy is a, we're talking about going to the moon, which I love. There are 1 million problems on the way and you're like, "Oh, we'll figure out this one. Oh, we'll figure out this one." As if they are not a huge wall to surface. How do you look at the problem so simplistically and know that there's going to be a solution?

Naveen Jain:

So, first of all, there are two parts to the question. Number one is that you mentioned that there are plenty of problems along the way of doing the things that you're doing and there are plenty of other problems that you can be doing. So, often people say, "Why do you want to go to the moon when people are starving on the planet Earth? Why can't you solve the problem of helping them and solved the problem of education and other problems that we're having?" And the answer is the mindset of scarcity says you can do this or you can do this. What if you can do this and you can do this?

So, here I am saying let's save humanity from potential extinction by creating mood express and, by the way, right on planet earth, let's create Viome where we can remove – we can make sickness optional. What if we can get rid of all the chronic diseases? And, once I finish this project, let's go create education systems that actually are now designed to work in our new exponential world? Because, the education system like our healthcare system was designed for different purpose. And, our needs are very different today. Our healthcare system is designed for chronic inflammation and people who are dying from inflammation. And so, they created antibiotics and life was good.

The irony is the solution for that infection is what causes the chronic diseases. So, the thing is all the things that we did are the ones why we have a problem on our healthcare. The more money we are spending our healthcare, people are getting sicker and sicker. The interesting thing is most people don't realize that we have more foreign cells in our body that we have human cells. In fact, if you look at the gene expression as we as human, our human DNA only produces 20,000 genes and our bacteria and viruses in the fungi and yeast and mold in our gut produced somewhere between 2 million to 20 million genes. That means at best we are 1 percent human and at worst we are .01 percent human.

So, we are literally a walking talking ecosystem designed to carry this whole idea of microorganisms inside us. And you wonder sometimes is it us caring them or they created us for themselves?

Jaime Masters: What an existential question. I love it.

Naveen Jain: And interestingly Jaime, if you have a couple of minutes I want to tell you that my tongue-in-cheek story of how humans were created. And, I think you'll really enjoy it. So, I kept wondering how did humans get created? So, you go back and look at the planet earth and say wow, the single cell, the bacteria and viruses, they have been around for billions of years. The humans only were a couple of hundred thousand years old. So, how did the humans get created?

So, here's how I think it happened. One day all the bacteria and viruses and fungi and the yeast animals got together, and they were all living in Africa and they said, "We are sick and tired of living here. We want to take over the world." And, they all looked at each other and they said, and one of the smarter one said, "I think I

know what to do. What if we can create something that can carry billions and trillions of us inside them and all we have to do is keep them healthy? And, they will run around and find food for us. We're going to make them crave what we want and they're going to find out for us. And, they're going to go all over the world, they're going to poop everywhere, and we are going to go spread and take over the world." And, they created humans. And an amazing thing happened that was wonderful.

Just like today we are afraid of artificial intelligence. Every but he wonders what if AI becomes smarter than us? What's going to happen to us as humans? Guess what happened? All these microorganisms start to wonder, "Oh my God, we just created something. What if it becomes smarter than us? What would happen?" So, they went to the master and said, "Master, Master, we have a problem." "What's the problem?" "We just created this thing. What becomes smarter than us? What do we do?" Master says, "Don't worry. Remember inside the human cell, they call that mitochondria. You know what mitochondria is. One of our brothers. It's bacteria. We have our own brother right inside there, and we talk to it all the time. So, why do you think they age and they have less energy? Because we are telling them that it's time to go."

And they said, "Master, that's brilliant." The other one said, "Master, but you're not even thinking straight. You know they are starting to develop this thing called brain. What are we going to do with that?" He said, "Don't worry. Remember we live inside the gut. We connected that to the brain. They call that a vagus nerve. Even they call that a vagus nerve. They think it's like Las Vegas but guess what? What happens in the gut doesn't stay in the gut. It goes right to the brain.

And, better yet, remember what makes them feel good, the serotonin thing? We're not going to let them produce it. 90 percent of the serotonin we are going to produce it right ourselves in the gut, so we control how they feel. We use all the stuff that goes back and forth, they called neurotransmitters. You know what? Would they want anything, we tell them what they want. We make them crave. We make them change their behavior by modifying their amygdala. We change the prefrontal cortex by using the micro RNA. All the dopamine that makes them want to do more of it, we produce it. So, all that stuff that we take care of them like a good leader, we make them believe they are in charge, but we are the ones who are pulling the strings. So, sit back, relax, and enjoy

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your life." And, that's how humans were created.

Jaime Masters: I bet that's probably 99.9 percent true also.

Naveen Jain: But this tells you that our gut organism, these microbiome, we raised a war against them, but they are the ones that actually are part of us. It is like we are hole inside our body and we are part of this larger ecosystem called universe and we all are a symbiotic relationship. When we destroy our environment, we are destroying ourselves. When we destroy the environment inside our gut by eating pesticides and the GMO food and processed food, guess what's happening? We are destroying the environment inside of us in that ecosystem is dying and that's what creates these chronic diseases.

70 percent of all the immune system is a long our gut lining. Our immune system is cleaned by our microbiome. When a baby is born, the mother gives it basically the life and it gives a microbiome. So, as the baby is going through the birth canal, this is really when the baby gets all the exposure to the microbiome of the mother. And then, the interesting thing is the breast-feeding, the breastmilk is really the one in the first seven days, you get something called colostrum. That cannot be digested by the human body. It is there purely to feed the gut microbiome.

So, imagine what nature is saying. "I created this offspring, the best way to keep the offspring healthy is not to feed it, but to feed them." Imagine that for a second here. What they're saying is that if our microbiome is healthy, then our offspring will be healthy and then we're going to feed that, nurture it, and grow it and they'll take care of the rest. And, as we grow up we forget that.

Jaime Masters: Or, we don't even realize any of that. So, what made you so curious to go down that – you weren't even in that industry. You weren't in health, and now you just told this amazing story that you know what time about. So, how did you even go down that path?

Naveen Jain: So, basically again, as I was finishing up a project of landing on the moon, and once you have done that moonshot, what you do for an encore? You do another moonshot. Right? So, another moonshot is – and, I read a lot and I think you will find that people who do amazing things, they read a lot. So, I start to read all the stuff around what makes people sick. And, it became clear to me that in the last five years, all the research is pointing to the fact that if you just google Parkinson's and microbiome, Alzheimer's and

microbiome, depression and microbiome, anxiety, PTSD, OCD, obesity, diabetes, cancer, and autoimmune diseases, every one of the things are directly influenced and connected to our microbiome.

In fact, so much so, the research came out two weeks ago that says that pancreatic cancer is caused by the microbiome moving from gut to the pancreas, shooting down the immune system, causing pancreatic cancer. They did – Mayo Clinic published the research through Mexico that breast cancer is caused by the microbiome because they took 1,600 breast cancer tissue and found the microbiome and all of them. Interesting thing is that other research came out recently that talked about whether the chemotherapy is going to work or is going to kill you depends on your microbiome. Whether immunotherapy works or absolutely does not work depends on your microbiome.

And, you start to see every one of these disease is being caused by them and actually being modulated by them and you can adjust your microbiome. You can't adjust your genes, but you can adjust your microbiome. And, your microbiome modulates your gene expression. So, I don't know if you know or not but human genes – DNA is very interesting. Every part of our body has the same DNA. So, our hair has the same DNA as our skin, our heart, in the lungs, but they all look different. So, what makes them different if they are the same DNA is what is being expressed.

So, what expresses changes the same DNA into your hair or your throat or your lungs or your heart. Now, imagine that control mechanism of what they expressed is also used by the microbiome to control what genes are being expressed. So, for example, if you have a bracka mutation, called bracka one or bracka two, people think you're going to get breast cancer. That's not true. Because, what is bracka is a protective gene. If it is being expressed, but you have a mutation or not, it doesn't matter because you are going to be protected.

So, your microbiome can adjust epigenetically for bracka to be expressed. And, if it is being expressed then you're going to have the production that you need. So, the answer is that if you eat the right food, the problems you have had so far is that no one knows what was the right food. Until the technology like Viome came about. So, as you know, this technology is licensed from Los Alamo's national lab where it was designed for the bio defense work.

So, interestingly, I thought I was eating really healthy. So, I decided I wanted to lose weight and I was prediabetic and I wanted to take control of my body. And, everyone told me it's really easy. Cut down all the carbs. Start eating healthy. And they said cut down the starch, no carbs for you, and start eating spinach and oats and avocado and no gluten and nothing in you will be healthy. It turns out, the first few months I lost some weight and I thought I was doing good. One year later my weight is coming back, my glucose is coming back, and I'm thinking, "What is wrong with this picture?" And then I started Viome and I did my test.

It turns out that everything that I thought was healthy for me was unhealthy for me. The things that were really bad for me were the spinach, avocado, oats, and lentils, legumes, tofu, and the things that I needed to be eating with carbs. 50 percent of my diet needs to be no carbs. And I'm thinking, "Oh my God." So, the interesting thing is there is no such thing as universal healthy diet. It is about what is healthy for you and what is healthy for me.

And, what is healthy for you today won't be healthy for you three months from now. Because, what happens is as you change your diet you are feeding one set of microbes and not others in your body is adjusting and your microbes adjust. So, things that used to be good for you suddenly become bad for you. And, that means everything months or, so you have to fine-tune your body. And, that is the beauty of the thing is for the first time in human history, we can take a touch of your stool and be able to tell you everything that is happening inside your body.

Is your gut producing short chain fatty acids that are really good for you? Or, is it producing LPS that causes inflammation in your body? Is it producing the vitamins that you need or is it producing toxins that are causing you grief? People on paleo diet, we see them killing themselves because they eat so much protein it's starting to go to their colon and they are starting to feed – they're called protein fermenters. And, these protein fermenters release ammonia and all the toxins that cause inflammation. People who are on inclement fasting, we see the microbes are eating the gut lining because they don't have food to eat. They start eating the gut lining and you get the leaky gut and they get really weak.

So, the point is everything that we thought was healthy for us is no longer healthy. So, it has to be constantly personalized and fine-tuned like in a finely tuned car. You have to keep tuning it or goes

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out of tune.

Jaime Masters: So, I love how throughout time makes a difference. So, this is what my friend was telling me about because he was showing me the stats and I'm a data geek to so I'm looking at all the stuff going, "Oh my gosh, this is amazing." So, what he said that really struck me was, "Oh, and you need to keep getting it tested." And I was like, "Oh, of course you do."

But, when he went through and said it changes, it just makes logical sense that we are not static human beings and the paleo diet isn't going to work forever for us and as you move through life, things change.

Naveen Jain: And, think about – we talk about chronic disease. What is one chronic disease that kills everyone? It's called aging. Aging is a chronic disease that basically is because our body is being constantly damaged. We eventually start to age. What if we can keep our body at a finely tuned car? And there's very interesting research, they took thousands of people who were 90 years old and they looked at the people who were healthy and the people who were unhealthy. And, it turns out people who are 90 years old and healthy had a gut microbiome very similar to people who were 20 years old. So, when the gut microbiome is healthy, they were. And, it's really a thriving ecosystem like Amazonian forest. People are staying healthy into the 90s. And, when they are sick it's because they have absolutely destroyed their microbiome by eating food that is inflammatory. By taking antibiotics, by doing things that are not working out. Stress. All those things really affect your microbiome.

Jaime Masters: Okay, and would we talk about entrepreneurs and the stress, I interviewed over 100 for my book and asked them what type of food they ate and most said the entrepreneur diet. I.e. whatever I can whenever I can. Right? So, explain the mental clarity and the other things just from being healthier, like without any disease of course, but just the mental clarity and the feeling better so we can be better business owners anymore because of that.

Naveen Jain: History interesting to me. Becoming a business owner really is all about the clarity of thought. Having a focus and to be able – as I said, sometimes I'm so laser focused I could – the world could go around me and just blow up and I would notice because I'm so laser focus on what I'm doing. And that and the clarity of thought, I know exactly why I'm doing it. So, there is no brain foginess in

me. It is clarity of thought. It comes because I have clarity of thought and a mind alertness that comes basically because my body is in tune with my gut.

So, when your mother said listen to your gut, she was a doctor. She was a scientist. When we get anxiety, you see the butterfly in the stomach. You don't get a butterfly in your head. So, your gut actually is really the primary brain in my opinion. And, it's simply pulling the string, the top of the shoulder that thinks we think is the brain but it's simply following the direction. So, we talk about there is no free will. A lot of neuroscientists will tell you that there is no free will. That means that the decision gets made even before you know it and they call that a subconscious mind.

And, I wonder if they're talking about the gut. Really think about that in the old days we used to believe the earth is the center of our solar system and when Galileo said maybe we go around the sun, people wanted to kill him. What if we find out that our gut is really the key in the world, the whole body revolves around the gut? That is our sun, and this is our earth.

Jaime Masters: That's a great way to put it. It works out perfectly for your total thought process of everything. I love anyway that you think of things. And, what you were saying beforehand on how you can sort of be in a new industry and go, "Wait. Let me connect the dots this way instead of this way," is insane. How can you get that level of effectiveness? It sounds like you've done this forever. Viome is not that old of a company. How long has it been open?

Naveen Jain: One year.

Jaime Masters: One year? That's insane.

Naveen Jain: The first three months 10,000 people signed up and the reason they signed up is because everyone of our customers tell us they are feeling better and they feel better because they say, "Oh, my acne is gone." We didn't set out to cure acne. One of the women who went to our doctor shows that she lost 71 pounds just following the Viome diet. We didn't set out to lose weight. We simply fixed her gut and the information that was going on.

People are posting videos on YouTube and saying, "I used to be depressed, and it's gone." We didn't set out to cure depression because we don't do that. We simply fixed the gut. And really what I'm trying to say is that what I do is by reading a lot, I'm

connecting the dots. And, when you keep connecting the dots, sometimes you find that missing dot and you say, "Aha. Now I can solve this problem. Because, that piece was missing."

So, when I saw the Los Alamos national lab and they told me that they were working on this bio defense thing that can look inside the body and tell you what's making you sick. The problem was by a defense. And said, "Aha. That was the thought that was missing. Now I can solve the healthcare problem."

Jaime Masters: And, what's so amazing is with the technology moving forward faster, there's more puzzle pieces that we get to get every single time.

Naveen Jain: And, by the way, you should never be afraid because someone is doing it before you. Because, what happens is in the olden days, you have an advantage because you've been doing it for four or five or 10 years. Interestingly, as you mentioned with the exponential technologies, it doesn't matter what you do. It becomes obsolete and five to seven years. So, someone is coming seven years after you that means you are closer to being obsolete and dead and they are coming on with the new technology that you don't even know what to do with.

Jaime Masters: Such a good way to look at it. I love how optimistic and happy you are also, by the way. It loses from you. And, I really feel like that's what entrepreneurs need a lot more of also, to be focused on that peace and less on the, "Oh my gosh, this sucks. I'm a problem-solving and I look for problems everywhere."

Naveen Jain: The point is if you are happy inside, you can share that happiness with the world. If you are bitchy and hate yourself, guess what you have to share. The bitchiness and hatefulness to the world. So, I find if I – you fall in love with yourself. I don't mean becoming a self-obsessed – falling in love with yourself means not looking for someone else's approval. That means you self approval you are and that means now, you can share your love. You can share your happiness with the world, with the people that were around you.

You can't change the world if you can't change yourself. So first, you change yourself, fall in love with yourself, and then you can love the world and you can love everyone around you.

Jaime Masters: Spiritual guru/serial entrepreneur/I love all of this. I know we have to start wrapping up. I'm going to ask the last question. I know you

turned it on me earlier, which was lovely. What's one action listeners can take this week to help move them forward towards their goal of 1 million?

Naveen Jain: And again, that is the wrong goal. Making money is like having an orgasm. If you focus on it, you'll never get it. So, the best way to make \$1 million is to actually focus on doing things that are meaningful. Something that you care about doing. So, find something that you're willing to die for, and then you live for it. Find something that you will do when you have everything in your life, the million dollars, the family, and the living thing that you want, what would you do? And if you do that today, you will get everything that you want.

So, start thinking about what will you do when you retire is what will make you retire today if you would do this.

Jaime Masters: I love this. And I have to say my father just retired, was unhappy at a job for many many years, and is not doing what he loves. He's building furniture and stuff like that. And, level of happiness as a human being I can't even – my children call him Grumpa because he was so grumpy before, and now we have to change his name because he's so inspired and happy and a different human being.

Naveen Jain: And, by the way, he's going to build a great business now.

Jaime Masters: That's what I keep telling him. But, it's sad that people are going through that right now and might not even realize that peace.

Naveen Jain: And, that's the thing is that at any point in time when you find yourself in life when you are not happy, it's better to take yourself out of that situation, get rid of everyone who brings you down, get read of anyone who laughs at your ambition, and only surround yourself with people who believe in you, they prop you up, and they say, "I believe in you. You can do it. Just go make it happen. And you know when you fall back I will be there to protect you, so you don't fall hard."

And, that is the kind of thing. If we can do that for everyone around us to protect them when they are falling and prop them up when they need it, just a little bit of boost. It's not about giving them a handout, it's about listening to them and allowing them to tell their story. So, next time you see a homeless person, don't drop a dollar. Stop for one minute and ask them what happened. And, if you just listen to their story, you will do more for them than giving

them the dollar. So, take care of the world because the world will take care of you.

Jaime Masters: You are so inspiring. So, where can we get more from you? I want to follow everything you do. So, where can we find all the things so that we can get more words of wisdom?

Naveen Jain: Well first off you can follow me on the social media, on Twitter, and on LinkedIn, and Facebook. In addition to that if you want to send me an email, my email is naveen.jain@gmail.com. So, feel free to send me an email if you have any questions, anything, you know I am always there for you and I love you.

Jaime Masters: You're the best. Just so you know. Thank you so much for coming on the show today. I so so so so appreciate it.

Naveen Jain: Thank you Jaime. I appreciate it too.

**[End of Audio]**

**Duration: 44 minutes**