

AJR Dr. Liz Lehman Transcript

0:00:01 - Annncr

Julie Ryan, noted psychic and medical intuitive, is ready to answer your personal questions, even those you never knew you could ask. For more than 25 years, as she developed and refined her intuitive skills, Julie used her knowledge as a successful inventor and businesswoman to help others. Now she wants to help you to grow, heal and get the answers you've been longing to hear. Do you have a question for someone who's transitioned? Do you have a medical issue? What about your pet's health or behavior? Perhaps you have a loved one who's close to death and you'd like to know what's happening? Are you on the path to fulfill your life's purpose, no matter where you are in the world? Take a journey to the other side and Ask Julie Ryan Hi everybody, welcome to the Ask Julie Ryan Show.

0:00:46 - Julie

It's where we blend spirituality and practicality to help you live a life of purpose and joy. We have Dr Liz Lehman on the show with us today. Liz spent years as an anesthesiologist, guiding patients through some of the most vulnerable moments of their lives during surgery. Today, she brings healing in a very different form, through the art of candle making, from the operating room to the world of wax, crystals and fragrance. Dr Lehman's journey proves that healing comes in many forms. Today, we'll explore how medicine and creativity intersect and how Liz's creations can bring comfort and healing into all our lives. Please remember to subscribe, leave a comment and share this episode with your family and friends. Now let's go chat with Dr Liz. Liz, welcome to the show. I'm so delighted you could join us today.

0:01:44 - Liz

I am so happy to be here. Julie, Thank you for having me. It is my greatest privilege to be here with you today.

0:01:51 - Julie

Oh goodness, I got lots of fun questions for you, beginning with how'd you go from being an anesthesiologist to being a candle maker? Number one and number two at first glance they seem worlds apart, but are they both about healing?

0:02:10 - Liz

Okay, the first answer is going to be a little bit longer than the second, but I'll start with the first one. Medicine was sort of a family affair. My father was an orthopedic surgeon, my mother was a nurse, my grandfather was a dentist, his father before him was a physician. So it's sort of the thing we did.

And while I didn't have a burning desire to go to medical school I know now in retrospect I did that to seek my father's approval because my younger brother was always getting the doctor kits and I was given the Barbies and, you know, had all the good Barbie stuff of the 1970s. But I'm like, hey, what about me? And so when I decided to go to medical school after graduating college, my father who love him dearly, he is no longer with us but very patriarchal household you know that I grew up in and he was like oh right, you can be a doctor too. And so that's really how I went down that path to start to start. But I did always love science and was drawn to healing. And, yes, candle making and anesthesia are similar in that I honestly feel now in the candle making world I am able to affect more healing on a larger scale than I ever could in a day in the operating room.

0:03:45 - Julie

Really, how Say more?

0:03:47 - Liz

about that when I kind of skipped over the how I got into the making candles. We can go back to that part, but I created a product that has intention within it and I really see it as an access point for really tapping into a higher state of consciousness in your home. Yes, it's a household item, but it is infused with crystals, it's infused with essential oils, it has a curated fragrance profile that can affect a desired mood state and in some instances we're really tapping into the science of scent and using key molecular plant-based ingredients in it as well. So if you were to buy one of our energy products, it actually has caffeine derivatives in it, as well as essential oils, red carnelian crystals. So it's all intended to really just tap into your energy, your frequency.

It's all about healing and it's simple. Like it's a candle. It's an essential oil rollerball. It's something you can do anytime at home. You don't need to wait to get sick to use it. In fact, that is the whole point is to do these ritualistic steps that are easy to incorporate into your daily life but they prevent disease.

0:05:11 - Julie

Well, you bring up a really good point about sense and I think it's something that we all know but we don't think about. And when you mentioned caffeine just smelling caffeine does that give you like an energy boost it?

0:05:26 - Liz

is. So I cannot quote any specific study like how many parts per million one needs to inhale to get the benefit of it. But in medicine, many of our pharmaceuticals and agents are delivered inhalationally, and anesthesia is an inhalation delivered medication. So yeah, and I mean I just saw a commercial for a new flu vaccine that you can use at home.

0:05:55 - Julie

It's all inhalation, so yeah, well, that makes sense because the herbs, the lavender calms you down, the peppermint perks you up, that kind of thing. I never thought about caffeine having a scent and an energy that can provide a response physiologically in the body just from smelling it or being around it.

0:06:22 - Liz

It won't have a scent. It is incorporated into the essential oil and fragrance blend that we use, so technically it does not have a scent, but that plant-based derivative is in there and you are inhaling it, so yeah.

0:06:39 - Julie

Interesting, Interesting. Back to your dad. Was he just so proud when you graduated from medical school?

0:06:46 - Liz

So proud, so excited. Yeah, it was like two children, both doctors. He was beyond thrilled.

0:06:55 - Julie

Yeah, you greatly exceeded his best expectations for you is what I'm hearing, and you know, not for nothing I'm an inventor of orthopedic surgery devices sold throughout the world, so there's a really good chance that he used some of my inventions when he was in the OR, and you know it was. They were inventions by a girl. Oh my gosh, not too many of us out there. Yeah, tell us how you really transitioned from the OR into candle making. Was it something that you just woke up one day and said I think I'm going to not be a doctor anymore and I'm just going to start making candles? How did that happen?

0:07:38 - Liz

If it was only so simple just to 100% pivot in a different direction. Early on in my anesthesia career I always knew there was something else. I mean I had probably practiced medicine for five years and I distinctly remember being in the locker room, changing out of my scrubs one day and just sitting down on the bench in there and being like I can't do this for the next 30 years, like there has to be something else. I mean, you've been in the operating room, you know it's a toxic environment. There's a lot of stress, a lot of different emotions that everyone brings in there. And what I know now that I didn't know then is I am a very empathic person.

I do pick up on other people's energy, and it had gotten to a point where I did not love what I was doing. In fact, my mantra driving into work was becoming I hate this expletive. We'll insert that there job. I hate this job expletive. We'll insert that there job, I hate this job. It's not a good way to make it through the day and in fact I had intuitively just started zipping myself inside a protective energy bubble like in the parking garage before I went into work with the idea I only have to make it through 12 hours today. I only have to make it through 12 hours today. I only have to make it through 10 hours today. What?

0:09:08 - Julie

did you dislike so much about it?

0:09:12 - Liz

It. What I know now and I didn't realize then, was how stressful it was. I was not affecting any great change because the same people who kept coming back to the operating room would go back out like, okay, we'll fix you. And they would expect us in the anesthesia department to fix a lifetime of bad choices, because so many of our diseases are lifestyle related, and then they'll go back out and do the exact same thing they were doing. That caused them to be in the operating room. So I was really feeling I wasn't able to help anybody In the short term yes, absolutely Like you need to be asleep when your gallbladder is being taken out or you're getting your knee replaced but long term, not at all. It wasn't affecting any change whatsoever. It wasn't affecting any change whatsoever, and you know. Then you have the demands of administration of other personnel in the operating room and I just knew I was meant to do something else.

So for me, in looking for things that brought me joy because I wasn't really finding it in the workspace, it was a lot of physical activity. I had gotten into yoga and I was still very much a type A person at that time, so you know the kind of person on the yoga mat who I don't have time for shavasana, that's lay down and rest time. I got to go, you know, back on the treadmill. So I didn't just do yoga, I did my yoga teacher training and that's when I was first introduced to meditation. And, just really funny story, there I'm sitting in the very first class where we do our meditation and I'm looking around like one eyes open. I'm like, are these people really buying into this? We're supposed to sit here and just be quiet. You know the hamster wheels turning in my head and I'm like, oh gosh, I have to cough. Oh no, I have to go to the bathroom. Like I can't sit here. I'm starting to fidget and that's like I realized I think I need this more than most people, if I can even like crank out 10 minutes of being still.

And I say all that to say that I was just a go hard, check the box, goal achieving, move on kind of person. That was just the way I lived and in that space, and ignoring all the signs that my body was trying to tell me to back off and to rest, I tore my hamstring doing some yoga maneuver. No woman my age had any business doing. And I say the universe forced me to sit still. So I was literally forced to sit still and heal on a frozen water bottle. They're like take a water bottle with you to work, sit on it whenever you're sitting. And I'm like, yeah, guys, but it only really hurts when I go up the stairs. And the physical therapist was like but it only really hurts when I go up the stairs. And the physical therapist was like what don't you understand,

liz, you should not be going upstairs. And I was the person like what? There's an elevator? No, you just take the stairs. So it was a retraining.

But on that frozen water bottle I was on a computer and a blog. One of those pop-up windows popped up on the screen and I swear I had never read a blog before. So you know, super type A, it was time to read that nonsense. And it was on making candles. And I know other I know now other people had gone to camp and made candles or had, you know, done it as an activity I had. That was never in my wheelhouse, I'd never even heard of it before. So I was very much like, oh, you can make candles, what? Read that blog. And then I Amazoned a candle making kit that day. That's really where it started.

0:12:58 - Julie

Oh my gosh, you were led. That was divine intervention. 100%, 100%. The thing about the stress that I think most people don't understand and what happens in the operating room and, to your point, I was in and out of operating rooms for 30 years is that most people think that the surgeons the one that's in charge. They are not. It is the anesthesiologist, who is the captain of the ship, so all of the extra pressure and stress and responsibility is on your shoulders as the anesthesiologist, and would you agree that most people don't have any clue about that? And why is that? Why are you the captain of the ship?

0:13:44 - Liz

Well, the relationship between the patient and the surgeon is already for the most part established by the time they get to the operating room, at least for elective procedures, and we're in the anesthesia world. You're almost like the faceless kind of angel that comes and goes and, just you know, keeps you alive, and then you never see this person again. But, yeah, the surgeon is the mechanic doing what they have to do. And then you in the anesthesia world, you are like given all the oversight of everything that's going on with the patient. What the surgeon is doing is the surgeon like, oh, the scariest thing in the world and I will not make this super graphic, but you know the suction device. When they're sucking bleeding, when you don't hear it, and it's very noisy, it's like right, right. But when you don't hear it, that's when you instantly you're like in alert and you're looking over the drape because there's so much bleeding that is just being sucked out. So that is terrifying.

And what the other thing I didn't realize is you're constantly multitasking, because you're listening to the dialogue the surgeon's having with their assistants.

You're constantly listening to the monitors beeping for the patient. Like you can be talking to the nurse who gets the surgeon, all the things the circulating nurse and you can hear, like the pulse ox start, like just flipping down or the heart rate, you just hear it. So it's a constant sensory overload in the operating room. I think that aids to the stress. Like you just don't appreciate it when you're in it and then once you're out of it, it's like night and day.

And now I realize when that alarm clock went off in the morning, it was like cortisol surging, like rushed to work and as you would cruise by the holding area, the pre-op space where the patients are with their IVs, ready to get consent from anesthesia, and the surgeon, and you would walk by and just you're always observing and scanning the different patients and like, ooh, please don't let that be mine, please don't you know cause, whether it's you know somebody whose chin is very recessed, who you realize is going to be a really difficult intubation, or somebody who just looks deathly ill, and you're like please don't be mine, please don't be mine, it's just you know the basics of what happens behind the scenes in the operating room.

0:16:26 - Julie

I have a whole chapter in my book, angelic Attendance, about what happens in the operating room from a spiritual perspective and I never thought about it until just right now. But I can see somebody do remote viewing when somebody's in the OR anywhere, even on a planet far, far, in a galaxy far, far away. And the patient's guardian angel is always over the head of anesthesia, always, always, always. Not over the head of the surgeon, over anesthesia. I never thought about it until just now.

I can read the numbers on the anesthesia equipment. I can see what their heart rate and their blood gases and all that jazz are. And then also there are surgeon spirits over the head of the actual surgeon or surgeons in the room. I can tell you how many surgeons are working in there and stuff like that. And then the deceased loved one's spirits are in an amphitheater position at the foot of the operating room table, at the OR table, and they're in like horseshoe rows. But the guardian angel to the patient is always over anesthesia and it's because you're the one that's the most important one in that whole procedure.

0:17:33 - Liz

Yeah, I would. I mean, it's a team effort for sure. Like you know, I humbly do not take credit for any of that. It is a collaboration all for the benefit of the patient. But yeah, I think people and what I also know is most patients are terrified more of anesthesia than the surgery, because it is this great mystery. So I don't practice anesthesia anymore, but I always welcome any like assistance. So, guardian angels, please go be with every anesthesia provider.

0:18:07 - Julie

They are Every time I scan somebody in the operating room. Stress-related illnesses make up an estimated 75 to 90% of all doctor visits. Do you think we've become disconnected from our own inner wisdom, that guidance system that knows how to keep us healthy and whole?

0:18:28 - Liz

100%. Yeah, I think it's a global problem. In our country we very much have this. It's a reactive mentality Something goes wrong, take a pill, fix it. When it comes to your health, there's such little emphasis on prevention through a whole host of other methods like proper nutrition, exercise. I hate the term alternative medicine. Why is it alternative, like it should be under the umbrella of health and healing? Not, you know just even medicine, but you know acupuncture, reiki, meditation, massage, like sound and light, and we, for so many of us, are always looking outside for that expert, for the guru, for somebody to guide you and lead you down the path. And that's fine, because we're all needing to be educated, I think to some extent, but really we don't ever look inside, you know, and it starts with really meditation and just silencing your mind and being open to receiving whatever comes in, whatever form that may be, whether it's, you know, your guardian angel telling you something, form that may be, whether it's you know your guardian angel telling you something.

0:20:11 - Julie

But I think there's a big disconnect and that does lead to a whole host of stress-related illness. Do you think that's a new phenomenon in the past 150 years or so, or do you think it's been going on longer than that?

0:20:20 - Liz

It may have been going on longer than that. I mean, I do feel our Western society now our food supply, I truly believe, is poison. Like the processed foods are out of control. I think they will find that and we are starting to find like disease so more prevalent and you can't pinpoint it to any one thing. But I do think our nutrition is horrible. I don't think we are active in exercise enough.

A lot of our dependence on pharmaceuticals and those not every medication is necessarily good for you, but very much. Here's a problem fix it, take it, take it. And physicians are trained to. They have blinders almost. They're not looking at a holistic way of healing for the most part. Maybe 150 years ago the stresses were different. Maybe you didn't have, you certainly couldn't go to the grocery store and you know, get your Cheetos and drive-thru foods and Starbucks with all the sugar stuff dumped in. No offense, Starbucks, you have a great product, but you know there's a lot of additives that weren't there. So I think they had stress. But we fast-forwarded all of it. We operate so much faster. You know there's TVs on families, don't connect. There's we're streaming services wherever you turn Like it's really hard to find quiet now.

0:21:54 - Julie

Yeah, I agree. At \$5 trillion annually, the global wellness industry is absolutely booming Mm-hmm. When it comes to the personal level, what are you finding people really want? You're in it full force here in that industry and what are you finding is really resonating with people?

0:22:21 - Liz

That's a really good question because I do have a unique insight, having been a physician but now also an entrepreneur who has a company to create products that make you feel good. I interface a lot with people in the spa industry. We have a lot of wholesale accounts that are day destination resort spas. So I meet frequently with the directors of the spas and that side of the wellness industry and the big trend there is experiential events. So they are seeing and the trend is there for people not just to want to go get a massage or get a facial, get your hair and nails done at a spa, maybe like we would have done 15 or 20 years ago. They want things to be more ritualistic, to be more intentional.

So many massages and just in the treatment space are incorporating crystals. They're incorporating light therapy, they're incorporating, you know, the LED, the you know all of that. They're incorporating cryotherapy into like you're going to your whatever your spa and your fancy resort and it's becoming the line's getting blurred between what used to be a med spa treatment and, you know, a spa, get pampered treatment. There's room for both. I mean I think that is just really interesting. It's not a quick one and done anymore. People want more, and then they want to learn too. They're like why is this crystal helping me? Why do I need these lights? Why do I, you know, breathe deep in with aromatherapy prior to getting a massage? What does that do? So I think that's really where the trend is.

0:24:14 - Julie

Interesting. Yeah. What are the myths that just make you nuts about energy crystals and wellness? What are the myths that just make you nuts about energy crystals and wellness?

0:24:35 - Liz

that it's fake would be one. You know, yeah, um, and you know that's my judgment. So, again, some of these in-person events I do and I'll get somebody to come up to whatever our brand table where we're just, you know, sharing information at an expo, and they're like, what's the deal with the rocks, what's that? And I'm like I used to get when I first started. I'm like, oh God. But now I'm like, oh, teaching moment. Okay, let me share.

So I mean crystal modalities. Healing therapies have been going on for thousands and thousands of years, from ancient Egypt to Rome, like you know, warriors carrying crystals into battle because it would give them strength and confidence. They're in our watches, they're in our electronics, they are ubiquitous and yet they've been deemed very woo-woo and out there. But it is interesting I do see that changing. So many younger people I mean kids in high school those same kids will come up to that same table and be like dude, you need fluoride because your ADD is so bad, you really need to focus. They're like you're so stressed out. You need

rose quartz because it's just going to calm you down and make you be more loving. You're angry, so it's shifting.

0:26:00 - Julie

Wow, all right. So let's do a deep dive into crystals. Okay, how do they work? Where do you get them? How do you know that they're the real thing? How does somebody choose one?

0:26:16 - Liz

Well, all good questions. There are reputable crystal dealers. Crystals are because they are becoming more popular, they are becoming a little bit harder to find, and that Are there counterfeit crystals out there? There are crystals that are being dyed, yeah.

0:26:35 - Julie

Oh dyed.

0:26:36 - Liz

So any crystal crystals are primarily silicon dioxide. That's the chemical composition of quartz, most crystals. So, like amethyst, is purple. It is primarily silicon dioxide, but it has inclusions in it that would either reflect or absorb the light to give it that purple color. So that has some iron in it and manganese in it, and rose quartz has oh something else in it. But so that's what changes the color. But they're all primarily silicon dioxide. So you can take basic silicon dioxide, you can manufacture it in a lab. Much like a diamond is, you know, made in a lab now. So they cost less. Are they going to vibrate the same way as if they were grown from the ground? I doubt it. They'll still be beautiful.

0:27:42 - Julie

Do you have a way to calibrate what the frequency is of the different crystals that you use?

0:27:47 - Liz

I don't know that there actually is a device to do that.

0:27:53 - Julie

Is there like a Geiger counter kind of thing? We?

0:27:55 - Liz

should invent one.

0:27:56 - Julie

Maybe we should Really yeah.

0:27:58 - Liz

Put that on our list, like we really should, because there should be a way to test it. I mean, you can tell if you're citrine crystal, which is generally a little more like a lighter yellow. I have actually an example of a citrine here. This one's a little bit more gold. Yeah, this one's quality here, so it can be a little bit more of like this darky or a very light. Oh, here's another citrine. Actually, this is another citrine. It's got more of the quartz in it, so it's a little bit lighter. But you can find these and they're really bright yellow. That's going to be dyed just because it's a little bit. It's becoming more rare and harder to find, so that means the price goes up, unfortunately. But there is not a great way for a consumer to know other than working with a reputable crystal dealer.

0:28:58 - Julie

Certain crystals I would imagine are found in certain areas of the globe. For instance, diamonds are mined in South Africa. I think that's what we think for diamonds. Where are some of the

other more popular crystals mined and what are the different uses for different things? Like you got citrine and you got amethyst, what's amethyst going to do? What's citrine going to do? What are some of the other more popular ones and what are the benefits of having them around?

0:29:26 - Liz

Right, Brazil has a lot of crystals. They actually have an entire state called Mineral. I'm not sure how they say it in Portuguese, but it is the mineral state where a lot of their mining is, and they're having some tariff issues right now so that has also kind of shrunk the available crystal market if you wanted to go out and buy a great big, beautiful crystal. China actually has a lot of the world's fluorite deposits are from China. India also has a lot of crystals and we have some in the US as well.

As far as what they do, there are a couple different theories on it. It's a couple different scientific camps that it goes by the color, like the color ray, much like color therapy. So something purple aligns with your chakra. It would be for your third eye, enhancing intuition. So that would be your amethyst. You know a red crystal would be good for your root chakra, grounding, clueless. Quartz is generally known as the master healer. It would be, I guess, if you equate it to the chakra system, like your crown chakra, so it heals everything, it amplifies the vibrations of everything else. So the color rays do that. Blue crystals are generally good for your throat chakra. So whether it's lapis lazuli or like blue appetite, sodalite anything that's blue works that way.

0:31:16 - Julie

And that makes total sense that it would correlate with the chakras. Yeah, I never thought of that.

0:31:22 - Liz

Tapping in the energy, the frequency, the vibration. It all lines that way. So how do you know?

0:31:29 - Julie

First of all, how do you know what crystals to put with what fragrance, to get what outcome in your candles and in your other products, number one and number two how do you know how much of the crystals I would imagine that you get them in certain sizes? You aren't pummeling crystals to make them certain sizes. You aren't pummeling crystals to make them certain sizes. I can't imagine. Maybe you are. But how do you know what to put in what products to get what effect?

0:32:01 - Liz

It was a bit of research there, because I am not a certified aromatherapist, although when I started this I very much tapped into my you know inner scientist and called my mad chemist, like a little of this, a little of that, a little of this to come up with something. When I was developing our various products within the lines. Take, for example, I'll just do, our energy, our energy candle. So energy, you know, you think, and I, when I designed our signature product line, I really wanted to tap into what ailments somebody had, like what you need more of, whether you're needing to bring in more calm, you're needing sleep, you need an immune boost, you need strength, you need energy, you need focus. That's how that originated.

But energy, in specific, when you think of something energizing in aromatherapy, it's going to be more of a citrus profile, a peppermint. That's fairly ubiquitous in the world of essential oils and aromatherapy. They're all very uplifting. So you've got your bergamots, your lemons, your peppermint orange. So those essential oils would go into that, as well as other fragrance oils. Because in this little kitchen experiment turned business, I realized fairly quickly not every essential oil is burn compatible. So when I started I was like everything has to be 100% natural.

We're only using essential oils. Well, your wax will catch on fire if you use some of those citrus oils.

0:33:49 - Julie

I didn't even think about that. Oh God, they have a flammable component to them.

0:33:55 - Liz

So every chemical and you know, an essential oil is still a chemical compound will have something known as the flashpoint, and it's the temperature at which that substance will ignite. And I don't know why I just was like, oh, that's nonsense, like whatever, that doesn't apply here. But actually, yes, it does apply. And the wax in some of them, you know, just hit a pocket where the oil was not incorporated enough in the wax, and so, home candle makers, I would say do your research and use a safe fragrance oil that's all natural, without parabens or phthalates and has essential oils. But yeah, just don't start dumping things. And not every essential oil is safe to burn either.

0:34:48 - Julie

Well, that's why you have research and development right. Yes, Because you want to be sure that you've got a handle on all of that stuff.

0:34:56 - Liz

All of that.

0:34:57 - Julie

I know you have an astrology line which I think is really fascinating too. Tell us about that.

0:35:04 - Liz

That is something that is brand new this year which is like super, just super fun. You know how things happen, there are no coincidences, but it was just coming into like my awareness, like just this cosmic astrology, this pull, and you know I'm seeing all these apps and things just popping up. I'm like this is just out there. Everybody's really into this. You know, and I was too. I'm certainly not an astrologer. It's such a science Like you could. It's a whole nother degree, honestly, and it's a lifelong education and I'm just so much respect for everything they do. But I just really wanted to tap into that energy of how the planets at the time and the place of my birth affect who I am. And so, yeah, we developed a line of Zodiac candles, which has been so fun, so similar sort of thing as to our signature line and like that energy product, like what would be energizing energy.

You know the citrus profile. The red carnelian, it's a powerful crystal. It's got, you know, the caffeine in it. So what works, you know. So for Aries, it's a fire sign. It is actually going to have, you know, clear quartz crystal. It's going to have like fiery fragrance profile. It's going to be uplifting and citrusy, but like with a little spice in it as well. It's going to have red crystals in it, so that's just been really fun to bring into existence and people are loving it. It's been fun.

0:36:43 - Julie

All right, so I'm a Taurus. Does that mean my scent is BS? No it could be it's the bull sign. Is that like that's not some smell that I want to be burning in my house? Thank you very much.

0:36:57 - Liz

Everything is always open to interpretation but Taurus is so like grounded in luxury. It's an earth sign, so grounded in luxury and liking things to be beautiful. So Taurus has some rose and geranium and it has some sandalwood and cedarwood in it. It has rose, quartz and green aventuring and then you know a beautiful, clear quartz point in it. So yeah, taurus isn't bad, taurus is a good thing.

0:37:26 - Julie

When you're developing these formulas, are they divine downloads? Are you just channeling from your spirit guides? Do you believe? Or from God or from spirit period, when you get these different formulas that you're concocting?

0:37:40 - Liz

Yeah, it is. I do think I didn't know it at the time because when I started this I was still in that like very type A kind of 3D mentality, but they were, they definitely were channeled. I mean, I remember one very early on in this process, getting a massage and being like, oh, I'm going to create a line, I'm going to add candles to this line, like originally I had five candles. Oh, we need something that's just like really tapping in more to nature. I want something that's like woody and like strength and like kind of like a little musky. And then I would need something that's very calming, like a day at the seaside. So, yeah, like things do just come to me, the seaside. So, yeah, like things do just come to me and I have always it's maybe not always good for business, but been able to see where I want to go. Like I'll have a vision of it. Just that download and then I work back from there.

0:38:43 - Julie

Yeah yeah, that happens that way to me too. That's just the entrepreneurial download that you've tapped into and it's like you know what the end result is. You're not sure how you're going to get there, and that's the adventure. And then, when you get there, what do you do? You dream up something else to create. Oh, that's just human nature, and especially for those of us that are entrepreneurs. But my husband and I were talking about this not too long ago and he said and I've watched you for all these decades and you know where you're going, but you have no clue how you're going to get there. I said exactly and that's part of the adventure and what makes it fun.

0:39:20 - Liz

Yep, yep Makes the marketing director a little crazy, because I'm like we're going to do this and she's like, liz, we're still trying to catch up with you. Last thing, you know and how? And I was like, don't worry about it, we're doing it, I know it, I see it, it's coming.

0:39:36 - Julie

It's going to come. Yeah, and more lead from step to step. So you've concocted all these different lines of candles and all of that. What do your clients find is the outcome to those certain candles, whether they're smelling it during a procedure at a spa, you know, like a massage or a facial or whatever, or whether they're burning it in their homes? Buy different candles for different situations and different occasions, like you burn something mulberry-ish like at Christmas time and you're burning something citrusy in the summer. Do you find that that's the same kind of a thing?

0:40:20 - Liz

Yeah, First part of that was so very early on, when I was just kind of selling these I was still doing anesthesia and there was a nurse she was sort of like the head nurse of the operating room and if I thought I was type A, she was like next level, like this manic, frantic energy, constant motion, and she had a candle I think it may have been a sleep candle and she's like Dr Lehman. Dr Lehman, I just have to tell you I came home after work I lit this candle and I sat down and it was like it's the first time I could relax in a long time.

0:41:03 - Julie

And that was one of your candles.

0:41:05 - Liz

It was one of my candles. So very early on like that was even before I had like our current packaging or anything I was like okay, and so I was kind of like, dang, this is actually working. What Like real. Yeah, this is real.

Like okay, this works. So I do hear that. And people who I get emails I got another one today somebody who she's starting a business in the spiritual space like tarot cards and doing readings, and she's like I'm obsessed with your release oil. It's a essential oil blend. It has amethyst crystals in it and she's like I just I use it in my rituals. It just centers me, it makes my pain go away, it just makes me feel good. So it's those stories that I get frequent very frequently.

And someone who placed an order like I, my mom left a roller, essentially a roller ball in the car and I couldn't figure out where it was. So I called the hotel that she got it from. Because it just everybody's saying how amazing I smell and I feel so good when I have it on. So those kind of things just really reinforce that. It's affecting change, change that I could never do in the operating room, because when you feel good, when your mood is improved, your health is improved. I mean, it's that simple. You know you're not having all those stress-related diseases if that is where you are the majority of the time.

As far as like, what scent do you need? And people will ask me like, what do you like, liz? I'm like, oh well, it's like picking your favorite child, but what you know, like which daughter do I like better? But it really is what you're needing more of. I mean, there are times when I'm like, oh, I got to burn that strength candle, or other times that I just want something like fresh and light and I'm like, oh yeah, recharge. Or I'll go through periods where I'm like sleep. I just need to be like that grounded coziness, feeling like I'm wrapped in the softest blanket ever, which was my mental vision when I came up with that candle. Like sleep has to be like when you're on the couch and you're in what I would call like almost like my fat sweatpants, the ones that the waistband is like rolled down and I can't walk across the room because they're just so big and cozy, and you're just like oblivious to anything that could possibly go wrong. That became sleep. So, yeah, it's really what you need.

0:43:46 - Julie

And so the healing component, short of the stress, which we talked about earlier, is like 90% of the problem with all this. Diet and exercise certainly are part of the equation. They reduce stress more than anything. Or is there another healing component to them, with their frequency of the crystals and the frequency of their fragrance, that's added into the equation?

0:44:17 - Liz

Yeah, it's multifactorial. Nothing is cause and effect, I think, with most things in our world. Just because we're open to so much surrounding extraneous stimuli, Different things are at play. Whether it's you're lighting a candle and that fragrance, you're smelling it and perhaps it's reminding you of this. You know beautiful memory you had, you know in London in the spring when you were a child, or for whatever, because scent and memory are so intimately tied with the neuroanatomy of the brain, so that's a component of it. The fragrance itself does affect a mood and if you're again, if you're in a good mood, your cortisol is less, you are not surging all those stress hormones, your heart rate goes down, You're more relaxed and your blood pressure is down.

The crystals are their vibrations working as well.

Very early on, at a gosh, I think it was like a community fair or something I was selling candles and again I had just started like started the process and someone comes up and she was really

into crystals and she picks up a candle and it was in its package, Like it didn't even you couldn't even see which one it was and she's like this has.

I think it was like rose quartz, because this has rose quartz. I can feel its vibration. That's amazing and I'm like, really, I was like, are you for real? I'm like, you know, still, my skeptical science brain is like huh. And then I'm like, oh well, actually, yeah, it does. And she goes this is wonderful, Like I could just feel it. I'm like, okay, so there are people who are really tapped into that, who can do that. And then, yeah, and then there is the essential oil component. You know, you put on a essential oil on the body and like a pulse point, which is just an area of the body where the blood vessels run closer to the skin, it's absorbed into the skin and then affects a holistic way of healing. So, yeah, multifactorial.

0:46:33 - Julie

You talk a lot about combining the environments of physical and energetic. When somebody lights one of your candles or uses one of your other products your roller balls or other products is it affecting their spiritual environment as well as their physical environment when they're utilizing your products?

0:46:58 - Liz

I hope so. I certainly hope so. That is my intent as I have grown more spiritually, like in my own development. Yeah, absolutely, there's so much more than just the body, and when energetically we're not aligned, disease manifests in the body. But we are an eternal soul who has a body. So, yeah, we are all. We're all about spirit.

0:47:33 - Julie

Well, and my impression too and this is just coming in, it's a divine download is when somebody is utilizing your products, it increases the vibrational level in their environment and in them, and spirit vibrates at a high level, high frequency, just because it doesn't have the mass of a body Right, because it doesn't have the mass of a body Right, and so it enables us to be able to communicate and get guidance from spirit perhaps more easily.

Because, as you know, I always say spirit doesn't communicate on the I Feel Crappy channels because the vibration's too low. Actually, spirit is communicating with us all the time, but we're not tuned to this spirit channel. It's kind of like when you have satellite TV and there are 850 channels that are broadcasting simultaneously and you're able to receive any one of those signals and change the channel to whatever show you want to watch, and then there's a storm that blows through and you lose that signal temporarily. While that show's still being broadcast, you're not able to receive it. Yeah, so I'm thinking your products raise the vibrational level of the environment, which raises the vibrational level of the person, or the persons in the environment, which allows them easier access to spirit. Does that sound feasible?

0:49:05 - Liz

I have no doubt that that's how it's working.

0:49:08 - Julie

It just allows you to be more open to receiving.

0:49:13 - Liz

And when you were speaking I had this thought because again we touched on it a little bit. But people just even like in the spa space, you know something we all just like kind of take for granted, but they're all wanting that ritual and so many of the providers there are incorporating like a crystal oil and placing it on the heart of the person receiving that treatment, putting it on their third eye, on their temples, having them breathe and inhale it. It's all geared just for that to elevate their vibration, to allow them to receive spirit. And I think everybody they're not saying

they're not walking into that spa saying I'm looking to receive and get more in touch with the higher vibrations, my spirit team. But that's really what they're doing. They just haven't put the words to it yet, you know.

0:50:10 - Julie

So if we were in the late 1700s and early 1800s, all those spa people would be burned at the stake too. Yes, they would, because they're practicing what those guys would think is witchcraft, which is nonsense. But that's all that holistic stuff too. Yeah, if crystals could talk, what do you think they'd want to say to humans?

0:50:31 - Liz

They're like thank you, it's about time you gave me the respect I deserved. I think it's collaborative, like all things with just nature and things that are infused with the consciousness of Gaia herself. They want to be a part of us, because we are of that as well, and I think they want to be like yes, put me at your bedside. They want to be like yes, put me at your bedside, carry me with you in your handbag, put me in your pocket, wear me around your neck. I think they just have nothing but fondness for us. They want to help us.

0:51:12 - Julie

Yeah, a couple more questions as we're winding down here. Do you think that personal healing has the potential to expand outward, into family and, furthermore, into a community?

0:51:25 - Liz

100%. Yeah, I think again, people are actively seeking like that divine spirit, that connectivity, and especially in the post-COVID world where we were all like forced to be so isolated and separate from others, that now there is very much a pull towards that ritual. And I mean, I see a lot in my area of like sound baths, sound healings, yoga meditations. But they're not just doing like a yoga class, they're incorporating even acupuncture into that, like yin yoga practice for deeper relaxation. They're incorporating essential oils, you know candlelight, sound baths and candlelight, you know, practices of all kinds are definitely enhancing the community and our kids are way more aware than gosh, than I was at that age, and hopefully they can learn from some of the mistakes that we have done, maybe not be so reactive with healing, be more proactive. I think it's very doable.

0:52:37 - Julie

Do you think that's the next big shift in wellness?

0:52:41 - Liz

I do To be more proactive with wellness and not so much in disease and illness management I do, and unfortunately, I think sort of the onus of that is going to be on the individual or the community, the individual seeking a like-minded community or tribe for that, because, as our system is set up now, there's no financial incentive for prevention.

Good point, it's all for disease. So we're all working against a very well-established system that is all ready to give you all the medications for that disease, but they're not going to pay for your sound bath, they're not going to pay for your acupuncture, they're not going to pay for your massage. So it is. It's a problem, I think, and I would love to see it where. You know your insurance covered it or there were a lot of free community resources for that. I mean, a lot has come a long way online, like you can access on YouTube, you know yoga, easily access free meditations and I'm sure you can do sound baths. It's different in person, I think, the experience. But that's where we all really need to focus more attention on.

0:54:03 - Julie

Instead of creating customers for life in the form of you know somebody taking a medicine for life and or coming in for a checkup every month or every six weeks or whatever. Yeah, that's definitely a business model that's very robust. It's what worth trillions of dollars annually? Yeah, something like that, some crazy amount. If there was a way for somebody to just easily weave energy alignment into their busy lives, is there a suggestion you can make that somebody can implement right now? That'll be simple Meditation, meditation.

0:54:44 - Liz

Meditation, I mean, and that is science-backed. So all the skeptics who are thinking, oh, crystals, woo-woo, you know that doesn't work. You know sound healing doesn't work. There are countless studies out there that a meditation practice will decrease your cortisol, all the stress hormones, decrease your risk of heart attack, of cancer, of stroke, of diabetes, everything. And it doesn't have to be like I have to block off 30 minutes of my day every day to meditate. And I was again I'm opening my eye the first time in meditation, looking around at people in that yoga class, like is this for real? What is wrong? Like, if I can learn to do it, anybody can.

And when I was practicing anesthesia, everybody's like there's the other myth you have to like, wake up in the morning before your day starts to meditate. No, you don't. I mean I couldn't have woken up any earlier in that space and I certainly wasn't in the mindset to meditate. But I did manage in my 30-minute lunch break to carve out five minutes just to sit outside. Or on days where it was raining, I would climb the top of the stairwell in the surgery center where I work, just sit down and put in headphones with some just relaxation music and just breathe. And just five minutes was enough for me to reset my day.

So, whether it's like in the middle of the day or you're driving home from work, just park your car before you walk into the house and like talk to those kids who have been like running around or going to bombard you with all your mom things. Just take five minutes to breathe and even if it's not like a sitting, still carved out time. It doesn't have to look like that for everybody. It can be a walk, just taking a walk without the headphones in, without you know answering your phone. Just be outside five minutes, that's where it starts, Great suggestion.

0:56:47 - Julie

Last question why do we incarnate?

0:56:51 - Liz

We keep going, I think, because earth school is just so, is just so juicy. There's so much to learn here and it's not impossible to get it right. I think we can, but we just keep getting closer to that ultimate divinity, just closer to source. That's why Because we come back to do it again, to pick up where we left off, and it's fun. It's fun. It's complicated and messy, but it's fun. It's fun. It's complicated and messy, but it's fun. And we just keep doing it till we get closer to source.

0:57:24 - Julie

Great answer. You are extraordinary, my girl. You are brilliant, you're innovative, you're creative. I love how you combine the medical and the you know, the energy healing, and the crystals and the scents and all the woo-woo stuff all together in one big goulash. And I think that you come from a place of being a scientific mind, certainly, and you've been able to parlay that into new layers that you've added to help serve people in your role, in your role as a candle maker and you can't take the doctor out of you. I mean, that's always going to be in there and it needs to be. But it's very evident to me that that's all been part of your journey to get you to this place where you can serve humanity on a much broader scale. So congratulations on that.

0:58:22 - Liz

Thank you, Julie. That's so beautiful I'm like. All I can say is I receive that. Thank you for your kind words and thank you for having me here. It's just been so fun to talk to you. That's number one, but if this helps or resonates with anyone, that's even better number one, but if this helps or resonates with anyone, that's even better.

0:58:41 - Julie

To find out more about Liz and her products, just go to askjulieryan.com slash candles that's askjulieryan.com slash candles plural for a 20% discount. That is so generous of you, Liz. Thanks so much for extending that to the Ask Julie Ryan community.

0:58:58 - Liz

Oh, you're welcome, Julie. I'm just thrilled and I hope they love them. Would love to hear the feedback.

0:59:04 - Julie

Alrighty, everybody Lots to think about in this conversation and in the meantime I'm sending you so much love from Sweet Home Alabama and from Maryland to where Liz is. We'll see you next time. Bye, Thank you.

0:59:20 - AnnCR

Bye everybody. Thanks for joining us. Be sure to follow Julie on Instagram and YouTube at AskJulieRyan, and like her on Facebook at AskJulieRyan. To schedule an appointment or submit a question, please visit AskJulieRyan.com.

0:59:35 - Disclaimer

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