

Interviewer: Hello, I'm Christine Closer the Conscious Business Coach and I'm here with Dr. Thom Rogers and Dr. Matt Goltl, the co-founders of Optimal Modification, also known as OMI. When I heard about Dr. Matt and Dr. Thom, I knew that I had to share this information with you because business are energetic entities and these two experts know exactly how to tap into the unseen energies in your business.

Let me introduce my special guests today. Dr. Thom Rogers, co-founder of OMI grew up surrounded by his family's business enterprises that have been ongoing for over 100 years. Following college graduation, economics, and a sojourn as an MBA student, he worked in various capacities as information processing and communications with such giants as RCA, Xerox, and Siemens, combined with 20 plus years of focus within the healing arts, Thom joined with Dr. Matt Goltl to translate his experience into advancing OMI by utilizing principles of quantum physics to enhance the profitability and harmony of businesses.

Now Dr. Matt Goltl, co-founder also of OMI, utilizes many years of experience in energetic medicine and consciousness healing to assist businesses in attaining optimal success. OMI business clients benefit from Dr. Goltl's background as a caring physician who has helped hundreds of patients with the application of quantum physics. His experience as educational chairman and instructor for the Chiropractic Plus **Kinesiology** group and his countless hours of studies in energetic medicine have given him the skills to apply these methods to businesses striving to optimize their potential for success.

So, I've got a bunch of questions for both of you. Let's begin with you Matt. Can you tell us how you got into doing this type of work with business owners and their entities?

Dr. Matt Goltl: A few years ago, as a chiropractor, I attended a seminar on energetic medicine or consciousness healing. And at the end of the session, the doctor who was teaching the class, **Dr. Feinberg**, did a procedure in which he attuned energetically all the doctors within the seminar, their practices, and their patients, and to their success. When I went home, I had the busiest week on record in my office. I was so impressed with that aspect of it that I decided to experiment. So I worked with family and friends businesses just to play with this new energy that I learned and consistently saw improvement within those businesses. And I gained the confidence that I needed to finally strike out and represent myself as a formal business consultant. That's when I contacted Dr. Rogers, who has been my friend and colleague for 15 years, and asked him to join forces with me to start Optimal Modification.

Interviewer: How do you guys differ from other business coaches and consultants? What makes you different?

Dr. Thom Rogers: I can address a couple things and I think Matt probably has another key point on this too, but we are very unique in what we're doing as consultants. We utilize this technology to go far beyond just **addressing the needs or limitations** of the owner of the business. We focus on the commonly unseen or hidden obstacles that compromise the potential of every company to succeed. Like looking at an iceberg floating out in the ocean, it's everything that lies hidden beneath the ocean that is the majority of what's happening. And we can, through our techniques and our processes, go in and see these commonly unseen forces that have not ever been addressed. These energies affect every business, no matter what type of business it is.

Dr. Matt Goltl: Yes, other consultants use seminar retreats where they motivate the employees and managers, and we don't do that. They don't have to attend retreats with us. They benefit from the OMI process from the comfort of their office.

Interviewer: What types of businesses and business owners do you feel could most benefit from this type of invaluable work?

Dr. Matt Goltl: Our target companies or clients are those who are socially conscious. They want not only to make a profit, which every company desires, but also to enhance the global community with mankind in mind.

Dr. Thom Rogers: I also might add that the businesses we work with have open-mindedness in the leadership of the business, and a willingness to be able to embrace an ingredient that could make a better cake.

Interviewer: Is there anything else you want to add about the types of businesses that you work with?

Dr. Matt Goltl: The businesses that we work with have the potential, or are on-track to attain \$4 million or greater in gross per year.

Dr. Thom Rogers: If we like the spirit of what's going on in a smaller company we'll work with them because they have the dream and the vision. They've identified their target markets and they have a feasible plan.

Interviewer: I could also see from a more global perspective, it makes sense for you to ideally want to be working with clients and customers who are up to literally changing the world through their business and often times we do that through the larger size of our businesses.

Dr. Thom Rogers: I want to add that one of the biggest factors in the businesses we work with is their intention to bring a greater harmonization within their business for a greater alignment to all the human resources that they employ and, of course, greater profitability. There are a lot of business owners these days that want to be part of something greater in terms of just assisting in some way to make things better. Not only for the families that work with them but for their society and their global community.

Interviewer: I'd like to find out, also, what's the biggest challenge that most business owners you see are facing in trying to manifest their goals in their business? We have our businesses because we want them to fulfill our life dreams. But what challenges are you seeing in the clients that you serve?

Dr. Matt Goltl: A common one that other business consultants do is to address limiting belief systems. That is a huge one and we do address that very effectively without having a lot of blood, sweat, and tears on the owner's part.

Dr. Thom Rogers: I'd like to add to the end of that question, the biggest challenge that most business owners face in trying to manifest their goals and their dreams is their other-than-conscious. It goes back to the iceberg picture I mentioned earlier. It's all these forces and states and inertias and latent potentials and stagnancies of energy. There are a lot of different aspects to what's called

other -than-conscious or what lies below the ocean in an iceberg. All this is going on in each and every business that is trying to and effectively choosing to move their business towards goals and accomplishments. The fact that we can address this has got to be one of the biggest breakthroughs in increasing the efficiency of an organization. The other-than-conscious could be the biggest challenge in most businesses, within their own resource base. It's not something outside of the company, but internal. It has to be reorganized and realigned or, what we call re-attuned, to something greater.

Interviewer: Do you feel most people are trying to create change on the physical, tangible world, whereas, you focus on creating change by supporting all of the unseen energetics of the business?

Dr. Thom Rogers: One of our clients mentioned to me that he had tried hundreds of different things by trial and error to change things outwardly to make the business grow stronger. You know, changing this and changing that, trying different ways of realigning and different combinations of things to make something work. When he looked at making an internal change within his company, addressing the things that we're talking about, the company would make it's biggest advance or it's biggest jump.

Interviewer: You know what? I forget where I heard this first, but someone once said to me, "You know, it's an inside job, Christine." And it is an inside job, and that's exactly what you're talking about here and exactly what you're doing with your clients. Can you share an example of how you've helped one of your clients overcome this challenge that we've been talking about and the effect that it had on their business?

Dr. Matt Goltl: Yes. One of our first clients, who's name I cannot reveal due to confidentiality, was a retailer with a national chain and they were the underdogs in their district. The manager, who came to me as a patient, was interested in this new business that Dr. Rogers and I had started so I worked on her as part patient, part OMI client. This was the last week of November. And immediately in December for the Christmas sales, they saw a 15% increase in the overall sales gross of their December sales. Then, in January, when typically – all the companies were down, they saw a 27% increase.

Interviewer: For any local retailer, January is usually poor.

Dr. Matt Goltl: Yes. And in fact, in January, one week, they were number one nationwide in sale of a loyalty product. And then in the first week of February, they hit number one nationally.

Interviewer: Can I just reiterate? They weren't even on the radar?

Dr. Matt Goltl: They were not – no.

Dr. Thom Rogers: Yes, this company had not been doing well in ranking of the 400 or so other retail stores.

Interviewer: That's pretty amazing.

Dr. Matt Goltl: Yes. Not to mention then we only did two **attunements** with them and I tracked their progresses as they went along. They exceeded the previous year's sales for the remainder of the year. And their turnover rate, employee turnover, went to a minimum and they reported high employee morale, which is huge for any company.

Interviewer: Excellent. So this all happened because of the attunement that you gave to that business entity?

Dr. Matt Goltl: That's what they say, yes. There are many factors that affect a company, but undoubtedly OMI had a huge impact on the company.

Interviewer: So, can you talk a little bit about how it works and why it works?

Dr. Thom Rogers: First of all, it works because we utilize the principles of quantum physics. A lot of people say, "What's that?" It's kind of a long conversation, probably not fitting for this particular conversation here, but it is a way of looking at life as being totally interconnected. We see a business entity as being unified to a central source and there are no real separations as there appear to be in our outer life as we look at it. OMI work because it aligns the resources of the business, attunes those resources, which includes human resources as well as all classes and things that the business occupies. It leads to greater abundance as a result of the alignments. If you think about the way a magnet works and how you can change the distribution of iron filings depending on the different polarities and forces of the magnet. The OMI process works in this way with the people and the resources the company has at its disposal and all the aspects that tie into the entity of the company, which would be the vendors, board members, customers, the employees and everyone else involved. There's a way of bringing a greater unification or attraction principle toward a more unified coherent harmony within the company that allows for a higher level of efficiency to take place.

Interviewer: And you talked about, in the very beginning, the clarity of intention of what the business is up to. Obviously, the

client that you're working with really needs to be clear and to know what it is that they intend to do with their business.

Dr. Matt Goltl: That's exactly right. We don't want to infer in any way that Dr. Rogers and I are doing all the work. We're not their saviors. We're just pointing them in the right direction and they're using the resources they already have.

Interviewer: We talked about this a little bit, but are there any challenges your business owners go through in the process to achieve the kind of results you talked about in your local retailer client?

Dr. Matt Goltl: Well first, they have to have an open mind, which may be a challenge for some business owners. The other thing that they have to overcome is to embrace any change that takes place. Change can seem unfamiliar and scary for some clients, but they need to know and understand that change is necessary for the greater good of the company to attain their goals.

Dr. Thom Rogers: The idea is to embrace the change, as any changes takes place. Everyone has to know that we're addressing stagnant energy, and anytime you address stagnant energy, things have to change and it might take a different face in the change. For instance, the company Matt spoke of previously went through the change of losing one of its employees shortly after the OMI attunement. But that was actually a positive thing, because even the manager herself confided that the person was a poor performer in the store. It ultimately saved the manager from having to terminate the employee.

Interviewer: Can you explain just a little bit more about how it works and how it might translate from an energy based consulting concession to monetary gain?

Dr. Matt Gotl: Well first, any corporate mystic, someone who's very conscious in the ways of business, knows that every successful business has happy employees. If the unseen forces, or energetics, between employees and other people in the company are harmonized, this causes a greater flow within the company, greater employee morale and a greater flow of business. Also, these energetics apply to people outside of the company as well, such as competitors and customers, which influence the success of a business

Interviewer: I'm sure by now there are people reading this who are very excited about what we've covered today and want to find out more I want to make sure everyone knows how they can contact you for a complimentary goal analysis and a free private consultation. You need to e-mail one of your goals, probably your biggest, most important goal to this address:

info@optimalmodification.com

In the email include one specific goal that you want to achieve and Dr. Thom or Dr. Matt or someone on their team will be in touch with you to set up a private consultation. In that consultation, you'll get to review your goal and actually have Dr. Thom or Dr. Matt do an attunement and an assessment for that goal. Also, you'll get a good feel for the type of work they can do for your entire business. Is there anything else that you would like to add before we close?

Dr. Thom Rogers: Yes, there is. OMI offers business owners and their companies the possibilities and potentialities to grow beyond

normal growth projections. We are unique, as we said earlier, by utilizing effective methods, based on quantum physics, to accomplish the greater use of the energies and resources within your existing business. OMI is forging a whole new industry in consulting using proven, outcome based, result oriented consciousness technologies to create change. It is the most exciting of times and Matt and I invite questions and inquiries from anyone interested in optimizing their potential for business success.