

You're Not Too Pretty For AI - MTP453

Edroy Odem: Live from the mist and shrouded mountaintop fortress that is X and Y Communications headquarters. You're listening to the world famous Mountain Top Podcast. And now here's your host, Scot McKay.

Scot McKay: Greetings, gentlemen. Welcome to yet another episode, of the world famous Mountain Top podcast. As always, I am your host, Scot McKay. You can find me on X, on YouTube, on Truth Social and on TikTok. Scot McKay. And also on Instagram realscot mckay. The website is mountaintoppodcast.com do as always. And gentlemen, if you were not a part of the Facebook group yet, definitely head on over to the Mountain Top summit on Facebook and join our group of guys who are getting better with women and becoming better men as we go. Today I have a new friend of mine who is the co founder and CEO of, a firm called Aragon AI and he's out in the Bay Area, San Francisco, California. And wait until you hear what he's up to. Wesley TN from CaliforniaA. How you doing, man?

Wesley Tian: Hey, great. I'm doing well, thank you. How are you?

Scot McKay: Yeah, man. Now you have started a company that's in the AI realm and you specialize in dating photos and also professional photos. Like you. If you're a realtor or doctor and want to have headshots, that's cool too. But what you do is you help people have pretty much infallible dating shots. The only catch that I think some of these guys are going to have to wrap their head around is you use AI to make them great. Please describe what Aragon AI does, Wesley, and how you arrived at the concept.

Wesley Tian: Yeah, so Aragon AI, simply put, is an AI photo generator. We basically take a few photos of you and we use AI to generate photos of you that look like real photos. Early on they look like AI, they didn't look great, but now they basically pass real photos. And, people can't really tell. And we're able to generate these photos in all sorts of different styles. Dating is a popular one for good reason, but we also do professional headshots photos and all sorts of different styles, for modeling, for, real estate agents, you name it.

Scot McKay: Yeah. Fantastic. I have had a chance to sample your product and it is as exhilarating as it is shocking to get a gander at the finished product for a first time, I've got to admit. Know how it works for those of you guys listening is you log into Aragon AI and you put your parameters in there. What I look like, male, female, what kind of body type you have, and then it asks you to Upload pictures. And Wesley, you're picky. You have to have at least six pictures of yourself. And, they almost have to be headshots already. Can't be blurry or whatever before the software can even get to work. But the finished product is very interesting. You know, I put my body type in there, and some of them look like I'm 30 pounds into my next diet. And some of them made me look like Orson Wells, which reminds me that I need to stop eating carbs completely and never touch a beer again. So, I mean, like I said, it's exhilarating and how amazingly well it works, but, I mean, it's kind of a shock to the system to see them. Meanwhile, I put my wife's in there, and my goodness, she just looks vivacious and amazing. It's like, wow, I'LIKE one of each, please. Hers came out great, but my wife's got a lot more going for her in the looks department than I do to begin with. But what's the feedback you've been getting from customers? I'm curious.

Wesley Tian: Yeah, so for our main product, our professional headshots product, the feedback has been pretty positive. it saves people a lot of time, a lot of money, so they

don't have to go in person for a photo shoot. For our dating photos products, people are able to use it on their dating profiles, like Hinge Tinder. actually, I've used it for my hinged dating profile, and I've been testing it out and there's also been pretty good. most people can't tell that they're AI and the ones that do point that out is a great conversation starter.

Scot McKay: Well, you're a handsome devil as it is. I'm not sure how much help you really needed, but to that point, you're not enhancing people as much as just making better pictures. I mean, you're not fixing their nose or getting rid of blemishes and stuff like that, like some of the other software would. You're simply trying to make an accurate representation of the client, but you're doing it with, well, good pictures. Is that about right? Is that.

Wesley Tian: Yeah, exactly. Yeah. I mean, we're basically just trying to. Before you have to go to a professional photographer in person, cost a few hundred dollars or maybe get a dating photographer. Some, of them I saw charge a few thousand dollars. And so we're really trying to democratize access to, I guess, professional photography so anybody can get great photos, improve their dating profiles, and find the matches, that they deserve.

Scot McKay: Yeah, I Mean, for sure you're going to be going out there and hiring a photographer to make you look your best. And once the pictures are retouched and filtered and whatever it is that photographers do for a living nowadays, the finished product of the actual real photos that

00:05:00

Scot McKay: you took with an actual real photographer costing, more time and resources and several changes of clothes, etcetera, and which are indeed limited by the background you actually have. Right. There's limitations there. When you're in real life, your pictures will actually not look any more photoalistic in the end than those provided by Aragon. And I got to tell you, I show these pictures to my 17 year old son who's extremely antsi AI. And of course he didn't like any of them. He thought they were all ridiculous and thought his mom looked fake and stuff like that. But they most certainly do not. I mean, infamously, if you look at any business card from a realtor, she's got this glamour shot of herself. And then when you meet her in real life, I mean you maybe not so much. At least these pictures are. It feels so ironic to say this Wesley, but they seem more of an accurate representation of the real person than something that's actually been actively filtered. You know what I mean?

Wesley Tian: Yeah, we've actually gotten that before. So one of my friends, he was getting complaints from his friends that his LinkedIn profile picture looked like AI generated, but it was actually a real photo. And then after he used our product, like it actually looks a lot more realistic than his photo before. So yeah, I mean we basically like how it works is we really like just use your photos to train AI model and we use thati mod generate photos of you. So we're not like retouching them, we're not like adding makeup or anything or ye, they're you.

Scot McKay: But they're just in focus with the proper lighting and with whatever background you want.

Wesley Tian: Exactly, yeah. Ah, like all sorts of outfits, backgrounds. Yeah.

Scot McKay: It's more of an AI generation of a professional photographer experience

than it really is any kind of modification to the end user personally.

Wesley Tian: Yeah, exactly.

Scot McKay: Yeah. So here's the deal. Here's the elephant in the room right now that we need to talk about here. Wesley, this ship has sailed. We are in the AI era. Anything you read about AI, they're telling you like, well, you know what? This is as big as the Internet or color television or manned powered flight or the automobile. You're going to have to deal with it. It's not a fad, it's not Going away. And oh, by the way, at this very moment in time, at the present, it is the stupidest it's ever going to be. It's only going to get smarter. ChatPT has improved dramatically over the last 60 to 90 days, and we're recording this in March of 2025. So it's either lead, follow or get out of the way. That's kind of what I told my son. Everybody else is going to have media pictures that look this good and if anything, I mean, at minimum the trade offer looking like you have AI pictures, which, by the way, I think Aragon does a great job of being realistic. I think lots of people will suspend their disbelief that it's really you when they look at it very easily. But the alternative is to have less than professional pictures unless you pay hundreds or even thousands for the professional photographer. And I've gotten professional photos done and they weren't as good as the product you put out. So for sure AI is here and you're going to need to either use it to your advantage or it's going to be used against you. So what do you say to people when they're a little skeptical, like, this isn't really me and I feel fake using this, even though it's an accurate representation of who you are. What do you tell people? I guess what I'm asking here is what's your comeback for that? Objection.

Wesley Tian: Yeah, to your first point, I think it's true that this is just a tool and if you don't use it, you're going to be a disadvantage. People who are using our tool are able

to get more clients if they're a real estate agent, if they're working with clients, and if you're someone looking for a job or a date, people who use these photos are going to be at an advantage. I think there's no reason not to use it. In the future, most photos are probably going to be, ADGE generated and no one's going to be able to tell. Even now, I think, with our photos, I mean, if you have some skepticism in terms of using AI or you don't think it's going to be real, I would say just try it out. We've got a lot of reviews of people who are hesitant and after trying it out, they were just blown away. One person said it was like the first time they tried Uber. And so we also do have 100% money back guarantee. So if you don't like your photos for some reason, happy to, delete them and refund you.

Scot McKay: Well, importantly, you can also try again. You can change the parameters up a little bit. And if you don't like your body type or just didn't give you enough in the kind of clothing you typically wear, I mean, some of mine, it was kind of frustrating, Wesley, because I looked great in the picture, but there's no way I'm gonna wear a brown V neck T shirt in my entire life. So it was like, oh, man, I just wish I would have had, you know, like a Henley on or something like that. But, I mean, that's why you give. What is it, 80 or a hundred examples?

Wesley Tian: Yeah, 100 photos. Yep.

Scot McKay: Yeah. I mean, so if you don't like one, there's another. There's a better one further down the list, for sure. I mean, I think if you get two or three good ones that you like out of 100 for dating, that's great. And of course, for a professional headshot, you're looking for that one that's just, well, head and shoulders above the rest, right?

00:10:00

Wesley Tian: Yeah, yeah. I think also, like, you know, one thing for dating profiles is you really want, like, authentic pictures of yourself. You know, pictures of you had a library, you know, playing your favorite sport. And so we also do have that option, if you do use our dating photos product, people can basically choose, a hobby and get photos and all different backgrounds and settings.

Scot McKay: Right. Because the nature of online dating photos in terms of the vibe that they present, the mood that they convey, and the intent they have, indeed, is very different than a professional photo. So you do have the option that these guys can either go for the dating photos or go for the professional photos. But I would say there are probably plenty of guys listening who could use a good professional photo. I mean, as a podcast host, these guys know I have men and women on all the time. Invariably, Wesley, invariably the women have just SOCO pictures for media purposes. And the guys are like, you know, looking like Rick Moranis, like, you blurry photo with their hair all tossed up.

Wesley Tian: Yeah. Ah.

Scot McKay: So we as men really need some help with this, don't we? We need all the help we can get is the best way on how to put it. Right.

Wesley Tian: Definitely. I think guys just have terrible dating profiles in general. Terrible pictures. So definitely need all the help we can get.

Scot McKay: So what happens when you use your dating profile pics as generated by Aragon AI, and you're thinking to yourself, there's no way I look like this in real life. I mean, this is something that women have Dealt with for ages. They have the glamour

pickics and they retouch themselves and filter themselves. And then the chick shows up looking nothing like herself, and it's humiliating for her. How do you mitigate against that now, as a man using this product? Because, man, it does make you look pretty good.

Wesley Tian: I mean, I think it's kind of funny because, yeah, woman, they might put on like a layer of makeup, multiple layers, and they might look much better in photos. Maybe they photoshoped the photos. They had a professional photographer. But for guys, I think most guys, probably don't put on makeup and Photoshop and retouch their photos and have all their friends taking photos with them all the time. So I think honestly, the photos that we generate for people, they're going to look a lot more like you than, most photos of, women on dating profiles.

Scot McKay: Now I got a chance to play with your, software a little bit, and it's amazing. I'm going to dig into it a lot more. Is there an option there where you can say, like, David Bowie me, or like, Robert Smith from the Cure me and make me look like that if you really wanted to? Or is that somewhere down the line for you guys?

Wesley Tian: Yeah, I mean, we technically could. We don't have that as a feature right now, but we do have a bunch of other styles. So you can create photos of yourself in Halloween style, Christmas, fantasy. we do passport photos maybe as like a model. So we do have a lot of these cool styles, like glamour photos, photos of tuxedo, maybe at a wedding.

Scot McKay: Now, the tux photo would be massively cool.

Wesley Tian: Yeah, no, yeah, definitely.

Scot McKay: Women think tuxes are hot. Any man in a tux has just gone up 2 points on the scale from 1 to 10 in the looks department.

Wesley Tian: Yeah. Tuckx suits, you have a vest. Yeah. All sorts of different options.

Scot McKay: But you can't Gene Simmons yourself just yet, right?

Wesley Tian: Not right now.

Scot McKay: Not right now. That's probably a good thing. Although it would be an eye catcher, because, let's face it, the more unique and intriguing the picture that you have on your online dating profile, the greater the likelihood you're going to get a woman's attention. Being generic is the kiss of death on an online dating photo. So, like, could you theoretically do a picture like that famous Leonardo DiCaprio one where he's holding up the champagne and like, yeah, here's the you baby, and make it you. Could you do that?

Wesley Tian: Yeah, I mean, technically we could,

Scot McKay: Oh, you got to develop that filter right There, buddy. Get the copyright and make it so men can make that photo of themselves. That would sell a bunch of subscriptions right there. Ye just saying.

Wesley Tian: Yeah, we don't want everyone looking like that though.

Scot McKay: Yeah, I think I understand.

Wesley Tian: Yeah. But it is a great shot. I'm sure it'd be a hit.

Scot McKay: Can you cowboy yourself?

Wesley Tian: yeah, I, we can pretty much do anything. Basically imagine you have this AI avatar version, like AI clone if you will, and you can dress him up or her up however you want, put him anywhere. And yeah, and they look like real photos. So it's actually quite uncanny when you use it for the first time because you're like wait a second, like I wasn't wearing that, like who took that photo of me? So yeah, yeah, it's a shock to.

Scot McKay: The system and perhaps a hidden value to this for the guys listening especially is with all the photos that are generated based on the different looks, you know, business casual, wearing a suit, weekend casual, you can give yourself some amazing fashion ideas just from your AI photos. I mean that's like a secondary benefit, huh?

Wesley Tian: That is true. Yeah. Yeah. People have told us in reviews that they got some inspirations for their wardrobe. So. Yeah, that's a great point.

Scot McKay: Yeah, I mean I look good dress like that. I need to go out and get that outfit.

Wesley Tian: Yeaheah. It's also the future for I think

00:15:00

Wesley Tian: not just photography but also like modeling and trying on clothes. Imagine you go to some Zara online and you can actually see yourself wearing the clothes. So

that is the future. And yeahah. we're trying to build that.

Scot McKay: well, I think we've talked about your product itself and what it's capable of and I'm sure guys interests are already peiqued and I might as well not hold back right now. If you go to mountaintoppodcast.com Aragon A R A go o n you guys can get at it and it's not expensive. Do you have a coupon code for these guys, Wesley?

Wesley Tian: Yeah. So if you use Mount 25, we'll actually give you 25% off right now.

Scot McKay: Mountain 25. Fantastic. That sounds great. And these guys can give it a try. So if you get 25% off, what is it? \$35 is a no brainer compared to going out and hiring photographers and having to stand out in a field and change your clothes and spend half a day doing it. I mean it sends out like 100 photos in like about a half an hour of generation time, right?

Wesley Tian: Yeah, yeah, that's Right, Yeah. yeah.

Scot McKay: Fantastic. Again, you guys can go to mountaintoppodcast.com aragon and have at it and use the code `mounttain25` to get a quarter off. Man, that's amazing. So let's turn our attention to online dating and the future of it in general. Obviously, you guys are bullish on the use of AI in the future. Where do you think this is going to go? I mean, this AI thing is just in its infancy and you're already getting people chirping all the time about how you can filter your pictures and how you can have chatty PT write your narrative for you and make yourself sound like whoever you want to sound like, who's cool and write it in their voice and all kinds of crazy stuff. And I already have both men and women complaining, Wesley, that they don't know who they're going to end up meeting when they finally agree to a date with someone if they get that far because of

the overwhelm. Right? Everybody's just swiping right, swiping left, and that's the gig, not actually meeting anybody. It's just kind of feeding that proverbial dopamine rush of having people like me and approve of me. But when you get in front of someone, it seems like the person who was most authentic in their actual online dating profile, perhaps by now, despite use of AI, is the one who's actually going to be most successful out there dating. Because if you misrepresent yourself and this concept as old as the hills, it's going to be embarrassing. When you meet someone, they're going to go, well, ick, you're not who I expected you to be. And you're not nearly as cool as your profile said you were. And I don't even know who I'm sitting in front of compared to the pictures in the profile. Where do you see all this going? Do you think it's going to calm down and kind of center itself back towards authenticity? Irl Because I've had some guests come on here and say that. Or do you think rather, I'm not sure this is the exact opposite end of the spectrum, but do you think people will just sort of get used to AI being part of our life and just deal with it? Which direction you think we're going or another direction, if you think so.

Wesley Tian: I think this is the future. I think it's here to stay. the tech is only going to get better. Right now, you generate 100 photos. Most are possible for real photos, and the tech is only going to get better from here on out. So I think definitely at a disadvantage if you don't use AI for your photos online. Although I do think there is a lot of alpha and also or benefit to meeting people in person still like cold approaching. I think with dating apps there's just so many people on there and people get a lot of fatigue.

Scot McKay: Yeah, I mean for sure the frustration, especially for men, is they're doing a whole lot of chasing and not a lot of captivating. Know it seems like I can swipe right on everything with a skirt and then nobody responds. And all the women think everybody in the world thinks they're hot, so they're going and choosing the Disney Princes out of

the 500 guys who have swiped on them. And meanwhile those guys are actually in reality looking for someone a lot hotter than she is. So everybody's kind of delusional when it comes to using the apps in particular, I mean long form sites like Match and so forth. They're even subject to AI manipulation nowadays, especially like Match and even to some degree hinge because you can craft the narrative with chat gptt and make yourself sound like a genius even if you're illiterate. So, I am very reticent to be bullish on AI. I am like you thinking that nothing's ever going to replace good old socialization in real life. I think during COVID we got used to being locked down, which is something we've talked about at length on this show. But people are just starving to meet again in real life. Yet at the same time online dating and apps and for that matter social media is here to stay. It's not going anywhere that Pandora's box has been opened and unleashed on to the world. So we're going to have to learn how to peacefully coexist with this. So my initial hesitance towards AI has really evolved more to, well, what can I do with AI that's actually ethical and useful rather than just trying to swindle people into sitting in front of me on a first date where everybody's just going to be disappointed. So I think that's where most people are, that's where their heads are at right now, you know?

Wesley Tian: Yeah, I think the other thing

00:20:00

Wesley Tian: is that people do value authenticity. Like that will not go away. And so I think it's going to happen with AI is AI. People who are working on AI products are going to try to allow people to become more authentic versions of themselves rather than less genuine because companies build m what people want and what consumers want. And thus, I think over time we're actually going to get AI that is going to magnify and

enhance your authenticity rather than the other way around.

Scot McKay: Well, magnifying and enhancing one's authenticity sounds like an oxymoron, I got to admit.

Wesley Tian: Yeah, well, I'd say like one example is maybe you like to, go, you know, deep sea fishing, but you don't really have a great photo of yourself doing that. And so if you can maybe create a photo of yourself doing that, I wouldn't say that's not authentic. Maybe the photo was not real. But that is who you are. That is, you are a deep sea fisher. Right. and so likewise, I think as long as the photos that we generate of people don't look like somebody else, I think they're actually able to just be, net positive.

Scot McKay: Yeah, I get it. Because you go deep sea fishing and there's sun glare and you're squinting and you get raccoon sunburn after three or four hours of it, and you just don't look like yourself. At least with your product, for example, you can have a legitimate picture of yourself that looks like you, but the lighting isn't all out of whack and the background is pretty perfect. Yeah, I can see that. You know, I think your company definitely represents part of the solution in terms of having AI sort of, well, for lack of a better word, calm down and not try to show off so much and just, okay, here's what you look like. You still have the freckles and all the right places and no one, you know, made your nose smaller or whatever. You know, I didn't filter my eye color or anything like that to misrepresent myself on the photos. It's just simply what Aragon's actually doing, in my estimation, is creating pictures of who you actually are. Just making sure the lighting is correct and the background's right and you look like your best self. And I think that's no different than what people have done for years. So it isn't so much about being fake, is really just being less costly, more convenient and less time consuming. Those are great things. All three.

Wesley Tian: Yeah, we actually used to have a few different, like, styles, or like, I mean we have a lot of styles now, but in the past we had some styles that could turn into more like cartoon looking, anime looking, sort of looking like, less real. And people always chose the more realistic ones. And so that's what we focused on. and so we really try really hard to make sure that the Photos look exactly like you and, maybe just like a better version as Scot, you were saying?

Scot McKay: Yeah, well, that's your gig I mean, you have a niche and you're fulfilling it, and I think it's very well targeted for these guys. His name is Wesley Tien. He's the co founder and CEO of Aragon AI. And you guys, you know what? Go ahead and give it a try. Use that coupon code mountain25 and get you some @mountaintoppodcast.com Aragon A R A G O N Wesley, thank you so much for stopping by today. It's been a great conversation and certainly a unique one, and I do hope these guys will try your program.

Wesley Tian: Yeah, thank you so much for having me on, Scot.

Scot McKay: Oh, yeah, man, absolutely. And you're welcome. And you know what? I'm going to keep an eye on what you guys are doing over at Aragon and, kind of keep tabs on you because it's very interesting. All right, guys, if you haven't in a long time, be sure to head over to mountaintoppodcast.com check out all the replays of all the previous shows. I don't talk about that as much as I should, but you can see what our guests look like, including Wesley Ton himself. And you can also download a free copy of my book, Sticking Points Solved. Our three longtime sponsors are Joaco Jocko Willink's Company Origin in Maine, the Key Port, and also Hero Soap. When you partake of anything from, our three illustrious sponsors, please use the coupon code Mountain10 to get 10% off. And guys, I'm always happy to talk to you. Get on my calendar. Let's have a conversation. Won't cost you a dime. We can talk about how you're going to get

better with women. And if it makes sense to put together a coaching program, well, we'll talk about that, too. All of that and more is there for you@mountaintoppodcast.com do. And until I talk to you again real soon, this is Scot McKay from, X&, Y Communications in San Antonio, Texas. Be good out there.

Edroy Odem: The, Mountain Top Podcast is produced by X and Y Communications. All rights reserved worldwide. Be sure to visit www.mountaintoppodcast.com for show notes. And while you're there, sign up for the free X and Y Communications newsletter for men. This is Ed Roy Odom speaking for, the Mountain Top Podcast.

00:24:57