

## COMMON COACHING QUESTIONS FOR A CUSTOMER WHO IS TRYING TO ACHIEVE A HEALTHY WEIGHT

(Please refer all customers to the nutrition class in Boards under “Customer Support + Tool Kit” to help them begin to identify what good nutrition can look like.)

### I FEEL BLOATED

- “Are you having daily bowel movements?”
- “Do you wish your bowel movements were better?”
- “How much water are you drinking in ounces per day?”
  - General recommendation is half the body weight in ounces per day up to about a gallon, depending on the amount of activity/exercise performed.
  - Have your customers measure their daily intake of water.
  - Water is necessary to flush toxins from the bloodstream.
  - Water is necessary to move waste through the small and large intestines. If not enough water is consumed, removal can be slow. This does not mean that the products are not working, it simply means that we may not be working with them and hydrating the system for optimal waste removal.
- “Were you regular before you started the products?”
  - If they were constipated before they started products, the increased consumption of more fibrous foods (vegetables) can initially add more waste and the constipation can worsen before it improves. Increase water intake and consume 2 Hydrated throughout the day.
  - You don’t want to drastically increase fiber on a system that is “stuck” or not moving. If someone’s bowels are stuck or bound up, an increase in fiber can create a larger build up. Probiotics, digestive enzymes, and omegas will help tremendously during this time.
- “How many servings of fruits and vegetables are you eating daily?”
  - If constipated, increase high fiber fruits and veggies like pears, berries, apples, avocados...
  - Soften vegetables (steam or sauté in clean oil) so that they are easy for the body to breakdown.
  - Reduce dense foods like chicken, pork and beef.
  - Consume proteins like eggs and fish while constipated. These are easier proteins for the body to digest and use.
- “Have you consumed your products as scheduled/designed?”
  - Set timers on your phone and get into the habit of taking products at the same time daily. Adding an additional Hydrated before bed can help.
- “Are you eating processed foods?”
  - Eliminate or drastically reduce things like bread, sugar, pasta, crackers, sauces/dressings, saturated fats, fast food...

- Make a list of whole foods that you enjoy and then shop the perimeter of the grocery store. This is where mainly whole foods can be found.
- “Are you eating dairy?”
  - Dairy can exacerbate inflammation in the intestinal tract and can result in bloating and a reduction in waste elimination. Greatly reduce or eliminate dairy like cheeses, yogurts, milk, ice cream...
- “Do you drink carbonated beverages?”
  - Carbonation, including from soda water and seltzer water, can cause bloating. Try “still” water for several days and track any changes that you notice.
- “Do you drink alcoholic beverages?”
  - Alcohol can relax your system and make it a bit lazy. Alcohol can also encourage poor food choices or increase snacking on starchy convenient foods. Consider avoiding or greatly limiting alcoholic beverages while initiating a healthier lifestyle.
- **Products to consider for better digestion:**
  - MAKE Hydrated
  - Probiotics
  - Digestive enzymes
  - Omega 3 supplements
  - Clean protein powder (minimal ingredients, be aware that poor quality protein powders can cause intestinal discomfort)

## **I HAVE NOT LOST WEIGHT**

- “How do you feel?”
  - Often, the positive changes happening on the inside of the body take a while to be reflected on the outside of the body. The focus should always be on how a customer feels. If they feel good, continue on the path and allow the outside of the body time to catch up with what is happening on the inside of the body.
- “Are you taking the products consistently every day?”
  - If they are not, find out which supplements or which part of the day is causing them to get off schedule and then help them set reminders or make adjustments to avoid these schedule delays.
- “Have you taken progress photos and measurements?”
  - Often a change in body composition can be reflected prior to a shift in weight. This can be due to several factors including an increase in water consumption, a shift in diet, an increase in activity/exercise. Always focus on body composition over scale weight.
    - If increasing exercise, look up an image of 5 pounds of muscle versus 5 pounds of fat. The same weight in fat will consume more area than that weight in muscle so while the scale may not shift, they composition can.
- “Walk me through what you are eating on a typical day.”
  - Have your customers download the free My Fitness Pal app and begin tracking ALL of their food throughout the day. Ask them to track it for several days and

send to you. Identify areas where they can improve or clean up their nutrition. They may notice that their carbohydrate intake is higher than they realize.

- “Walk me through the timing of your meals on a typical day.”
  - Timing of food plays a key role in weight management. Consider a steady drip system of calories in so that blood sugars remain balanced and so that the body knows what to anticipate. If the body is unsure of when it will be fed again, it may hold on to all of the calories consumed versus working them off. A general rule is to eat every 3 hours and within the first hour of waking.
- “Tell me about your portion sizes at each meal.”
  - 1 protein serving per meal and should be the size of your palm.
  - 1-2 carbohydrate servings per meal and should be just under the size of your palm.
  - 1 fat serving per meal and should be the size of your thumb.
  - 1-2 veggie servings per meal and should be the size of your fist.
- “Do you eat foods high in sodium?”
  - Processed foods, frozen dinners, pickled vegetables, packaged meats and deli meats carry a high level of sodium and can cause the body to retain water. Reduce or eliminate these foods.
  - Sodium is added to preserve foods. The same foods under different brands can carry different levels of sodium. Check your labels.
- “Do you consume dried fruits?”
  - Portion size is essential. A small amount carries a large amount of sugar/carbohydrates.
- “Do you consume nut butters?”
  - Portion size is essential. It is easy to eat an entire days worth of fat calories with one peanut butter sandwich.
- “Are you currently on any medications?”
  - Some medications and health conditions can affect weight loss. Continuing on a healthy nutrition plan with proper supplementation to fill in the gaps is recommended to help the body work through conditions that would cause a person to need medication.
- “Are you menstruating?”
  - Menstruation can cause the body to retain water. Stay consistent with clean nutrition, exercise and product consumption so that they body will continue to burn fat while on cycle.
- “Are you currently under any stress?”
  - Stress can affect the body’s ability to release stored fat. If you cannot eliminate the stress, try different relaxing techniques to help the body combat stress. Some simple ideas that can help combat stress: exercise, eat clean, meditate, read, go for walks...
- “How many hours do you sleep at night?”

- Adults should aim for a minimum of 7 hours of sleep nightly to allow the body to recover from the stressors of the day. Not getting proper and effective sleep can affect the body's ability to release stored fat. **\*\*Product to consider:** Calm

### I AM HUNGRY

- “Are you eating protein at every meal?”
  - Protein can help satiate the body.
- “Are you skipping meals?”
  - Don't skip meals. Drip calories.
- “Are you working out more than an hour per day?”
  - A change in amount of exercise or intensity can cause a person to feel tired. This may take a period of adjustment. Ensure that you are consuming enough calories to support an intense exercise regimen.
- “How many ounces of water are you drinking daily?”
  - When your body is tired, it can just be dehydrated. Think of a wilting flower. When you water it, it perks up. Provide your body the proper amount of hydration. **\*\*Product to consider:** Hydrated

### I AM TIRED

- “Did you recently eliminate or greatly reduce carbohydrates?”
  - If you recently reduced high glycemic carbohydrates and saturated fats, your body may experience a period of withdrawal. This will resolve over time.
- “Tell me the times that you eat throughout the day.”
  - A consistent drip of calories throughout the day will maintain a balanced blood sugar. Not maintaining a consistent drip of calories can cause a spike and drop in blood sugars which can cause a person to feel exhausted or tired. If there are large gaps of time between meals, consider prepping food and/or identifying convenient whole foods or clean bars to carry with you.
- “How much intense exercise are you performing daily?”
  - A change in amount of exercise or intensity can cause a person to feel tired. This may take a period of adjustment. Ensure that you are consuming enough calories to support an intense exercise regimen. **\*\*Products to consider:** FIT

### I HAVE A HEADACHE

- “How many ounces of water are you drinking daily?”
  - A dehydrated body may present itself in the form of a headache. Be sure to get in at least half the body weight in ounces of water daily. **\*\*Product to consider:** Hydrated
- “Have you recently done a cleanse?”
  - Toxins released during a cleanse can result in a headache. While a headache is not pleasant, it can be a sign that a cleanse is working and releasing toxins into the bloodstream. Increase water intake.
  - A massage can help remove toxins from the body.

- “Did you recently stop using caffeine?”
  - Caffeine withdrawal may cause a headache as the body tries to adapt. This will resolve over time. This will help with energy, mental focus and alertness and is a clean source of caffeine combined with other powerful ingredients including brain boosting nootropics. **\*\*Product to consider:** Energized, Focused