

# Balance365 Episode 158 Transcript

ANNIE BREES (INTRO)

Welcome to Balance365 Life Radio, a podcast that delivers honest conversations about food, fitness, weight, and wellness. I'm your host Annie Brees along with co founder Jennifer Campbell. Together we have a team of personal trainers and nutritionists who coach 1000s of women daily and are on a mission to help women feel happy, healthy, and confident in their bodies on their own terms. Join us here every week as we discuss hot topics pertaining to our physical, mental and emotional well being with amazing guests. Enjoy.

ANNIE

Hello, my friends. Today we have the honor and privilege of talking to a Balanced365 member Roxanne. She joined our program in September and she has had an incredible journey so far. Not only has she experienced 20 pounds of weight loss, she's also learned the work she's doing is about so much more than nutrition and fitness. It's about what she wants for her future and her life. Roxanne seem to adopt and quickly embody what we call a Balance365er. So in this episode, we're really going to focus in on the mindset shifts and connections she made early on, which will hopefully help you get there too. And if you haven't heard, we have to tell you that the enrollment to the Balance365 program opens up at the end of the week but closes on March 15 at midnight. Do not miss this - last time we opened up and we sold out in just a day and a half. It was wild. Enjoy this episode, my friends. We hope to see you inside of Balance365 soon so you can have the same results Roxanne is getting.

ANNIE

Jen, I'm pretty excited about this member spotlight. She was one of the first to show her face on our live workouts. And then she shared a picture of her little workout partner, her little baby and I lost it. I was like, this is so great. Are you so excited to have her on the podcast?

JEN CAMPBELL

I'm so excited. And before we hit record, we got to meet the little baby.

ANNIE

I know, that face, but then she reminded us that she's like older now than when she started, I'm like where's time going? Like babies get older? And what happened? [Laughs] Roxanne, welcome to the show. How are you?

ROXANNE

I am doing so well. Thank you guys for having me. I don't know if I could be more excited if Beyonce herself like, -

ANNIE

[Laughs] Oh, wow!

ROXANNE

I feel like I've been fangirling for days now. It's crazy. I feel like I know you.

JEN

Awww. [Laughs]

ANNIE

Well, I mean, the feeling, I mean, is pretty mutual, because you're so, you engage and you contribute to our community and you share photos and updates and so on some level I feel like we see glimpses into your life which is so great.

JEN

You are relatable, you are vulnerable, you are very likeable. And we really appreciate your contributions.

ROXANNE

Oh, thank you, it is a lot to put yourself out there. And I definitely - a huge reason why I was even able to do it is because I just like made a pass, a comment in passing on someone else's post one day, and all of a sudden, I was getting coached. And I was like, "Whoa, like this is real, like they're not fooling around. They actually care about what I do with my life right now."

JEN

[Laughs]

ROXANNE

And it was so shocking. So it just, it was a snowball effect. Like, I just kept feeling more empowered to speak my mind because everybody else was so relatable. And it just made me feel like, well, if somebody else, if I'm relating to other people, then clearly someone else is going to get something from what I have to say, or possibly, anyway.

ANNIE

Mm hmm. Before we dive into your coaching experience, how did you how did you find Balance365? Can you tell us a little bit about yourself and how you found us?

ROXANNE

Yeah, it's James Fell, man. I'm Canadian. I live in BC but pretty close to Calgary where he's from. And I'd been following him on social media for years, had a few books by him and ultimately, like, I just trusted what he had to say about actual health, not just about fitness, but like, or like fitness, whatever. And I trusted what he had to say. And I was at a point where I was like, I am never spending another penny on a program. And then when I saw that he was he was posting about the Mother's Day Sale this year. I just thought, okay, this one last time, because James Fell feels so passionately about these women just one more time. So really,

James Fell, but I've been dieting and practicing disordered eating since I was like eight years old. And then had an eating disorder for about 10 years, from my late teenage years to late 20s. But it's been like eight years since I've been in treatment and stuff for that. So it's not a big deal anymore. But that was my life for such a long time, like so many women, and it's so nice. It's so much, it's so much easier to be out of that cycle than I ever thought it would be.

JEN

Can I ask when you joined? Did you have any concerns around having history with disordered eating or an eating disorder and joining a program like ours that talks about weight loss?

ROXANNE

Well, you just never know, like, this is not the first program that I've purchased. And it just was information about things. And the difference was, you guys started out with being like, you are enough now. You are good now, you don't have to wait until this elusive finish line, that will never happen. You're okay now. So I was pretty apprehensive about it. Just because, I just, you just put so much hope and faith into something when you buy it. Like, this is the last thing, like this is my ticket. This is what's going to change my life. And this is going to make me be the way I want to be or look the way I want to look. And really that's what it comes down to. And when you first sign up, and you just always have that fear that it's just going to be another thing that you're gonna starve and be sad on. But it wasn't that, it wasn't that at all.

ANNIE

Let's, can we get into what it was for you?

ROXANNE

Oh, yeah.

ANNIE

Jen, I think Jen already stalked you, pulled up some of your posts in the Facebook group and pulled out some highlights. Jen, do you want to speak to those?

JEN

Yeah, so the last update we got from you was that you were around four months into coaching, you'd lost 16 pounds. But you left that little tidbit as more of a footnote at the bottom of your post. And so what I really noticed about that is the things that you want to share with our community when you come out to share are actually not about weight loss. And I've seen this with many women who work with Balance365 is they are actually most thrilled about everything else they're learning. They're not as thrilled about the weight loss as maybe they thought they'd be, or it's suddenly not the most important thing happening for them in Balance365. Do you want to share a bit more about that? Or your thoughts around that?

ROXANNE

Yeah, of course, well, I have a daughter now, I had my first child, I had a daughter in February. And when I found out that I was going to have a girl I freaked because I didn't want to pass

down all of this weird food body image like self-hatred that I essentially like got from a lot of the women in my family. And like even to this day, before they eat a meal, everybody talks about how bad it is that they're even hungry or eating food or whatever. And I just, I didn't want that for my daughter. I didn't want that for myself. But it just got really real when I found out that I was having a girl. And it doesn't even matter that I lost weight. It's actually 20 pounds. Now FYI.

[Laughs]

JEN

[Laughs]

ROXANNE

I don't like, I literally, I didn't even notice, I wasn't weighing myself and I had these pair of sweatpants on and I put my cell phone in the pocket and they were falling down. And that's what made me get on the scale. And I was like holy smokes like that just happened. It felt like overnight. And I just always struggled with how I felt about myself. And it's really sad to say but like, I wouldn't have a conversation with someone for longer than five minutes, and it was personal in any way, shape or form. Every single person I would talk to would be like, "Wow, you are so hard on yourself." And it would be so glaringly obvious to everybody I spoke to but for me it was just like, oh, haha, like I would joke and I would say a joke about it. I don't know if you guys watch the show Community, but in that show that it's like a running gag is like Brita is the worst. But I kind of made a joke about myself. And I'd be like, I'm the worst. And I would say that all the time. And even though I was joking, like that's how I felt and I was just so over it. Like I knew better, I knew that I was more valuable than a number on the scale. I knew that. The way that I look was the least important thing about who I am as a person. It's just I didn't believe it for such a long time and this program made me believe that I'm awesome, really, I've always like loved myself on a certain level but there was always like disclaimer, it's like, I love my personality. I love my hair. You know what I mean? But it was always like an asterisk beside it. You know what I mean? So, this, it just made me realize that, you know, everybody is worth the effort. And I'm no exception.

JEN

I love that. And was there a turning point or something pivotal, or do you feel like it just, you just started absorbing this and one day it became true to you?

ROXANNE

Well, it was, it's funny, because I was like, okay, the easiest habit for me is movement. Before, even while I was pregnant, I was going to like, really intense work, like fitness classes, like group fitness classes until I was like six months pregnant, got a risk condition and couldn't do any weight-bearing activity. And I lost 45 pounds before I got pregnant. But it was not like a happy, like I was working out, but it took a really long time. And I was kind of focusing on movement. And I was trying to be perfect with my movement habit. And I was so focused on the perfection of that movement habit. But I didn't realize that all of a sudden, like, because I wasn't so stressed out about it, I was eating balanced meals, I wasn't drinking a bunch of wine all the time. I wasn't eating chocolate every day, I wasn't doing all of these little other things that and I

was just making small changes. But I didn't even notice because I was so hyper-focused on the movement thing. And then when like, the pants falling down situation happened, I was like, holy, like this, like all these things were happening in the background while I was focused on this. And when I realized that, and I realized that, okay, small changes work. Like that's all I've done. Like, I didn't even feel like I did anything except for stressed out about how I wanted to work out more. But then I, then the whole, the whole concept of meeting yourself where you're at and not where you were, I was like, Okay, well, I just, maybe I like, pushed a human out of my vagina earlier this year. But I'm just going to jump right back. And I'm going to start doing four workouts a week, and it's going to be great. Like, I'm just gonna bounce right back to my first kid. It's not like I'm 37 or anything. And that just didn't happen. And I thought I just, my expectation, I didn't meet the expectation that I had set out for myself. But I was doing something. I just kept doing something even if it wasn't perfect, and it just like, it didn't fall into place. I put the work in, but it really just kind of crept up on me. But I really did like having so many people have shared their stories, and seeing myself in so many stories and being so quiet on coaching calls, but like crying while everybody's sharing their stories. And it was like, wow, like this is, this is happening. This is working and it just all came together slowly but then so fast.

ANNIE

Roxanne, can you go, can you circle back to what you said about small changes? They what? Small changes what?

JEN

[Laughs]

ROXANNE

They work.

ANNIE

Okay, okay, okay, okay, I just wanted to make sure everyone got that.

ROXANNE

Until you start doing like, you'll never realize how small changes do work until you start doing them.

JEN

There's a lot of resistance there. We're big advocates of small changes. And we just, we work with a lot of women who have a lot of inner resistance to doing small changes, and they're there, you know, kind of as we were talking earlier, intellectually, they get it but they're still not applying it. And they just have a whole belief system wrapped up in perfectionism. And it's, I think what it is, it's what they believe about themselves if they're only doing small things and doing it imperfectly, right? Like there's a whole belief system, a lot of women have to break down around perfectionism. Did you experience any resistance after you join to like this small changes thing? Like were you like struggling to implement because you just, you were like, I get it, but I just like,

I can't do it. Because like I get it, but like maybe that's not for me, but I'm still kind of a big change person.

ROXANNE

Well, yeah, and I didn't even realize that I was a perfectionist until I joined the program because I always looked at myself as being flawed. So I was like, I'm not a perfectionist. I'm so flawed. Like, there's no way that I'm a perfectionist. But well, like I was talking about, I was so hyper-focused on the movement habit. And doing, I tried to do everything all at once but because I was so focused on movement, all of the other things I wasn't really putting a lot of effort into it but putting just a little bit of effort, but not really. That is what sparked everything and kind of set everything off with my eating because that really was what I wanted to change, but I thought I would take the easy way out, so to speak and work on movement first. And even then I wasn't just working on one thing, which is like, which is what you start the program off with saying, like, just work on one habit at a time. Because the success rate, the success will be like 80%. If you work on two things, it's like 30. And I tried to do that, but I'm too much of an overachiever, I guess. But it ended up working out. But that first month, I started really strong. And then October, I just, I exhausted myself and then basically did nothing for a couple weeks. And then it was, I again, just a comment on somebody else's post. And I ended up getting coached by Justine I think, and I was like, Okay, I'm ready, I can start this again. And it was like her, like, she does like 10 squats a day, or something like that, just to like, keep her movement habit going. And I was like, that is enough. Like that is enough. And like seeing people, like somebody said, like, oh, like I drank a bottle of water today, or oh, I ate a vegetable at breakfast or whatever, and being proud of themselves. And that being okay, like, I'm allowed to be proud of myself for getting out of bed in the morning if I really want to be. Yeah.

ANNIE

Some days that's hard.

ROXANNE

We're in a pandemic, yeah, for sure. And I was just like, there was just - so yes, I did resist the small habits even though I did it like secretly to myself, kind of, which I, if that makes sense. So I really did resist all the small changes, because I just dove in because I was so excited. But then after a month I burnt out and then I had a couple weeks where I did nothing and then I got back on it because everybody always stresses progress, not perfection, which I say all the time, but I never believed. And yeah, like, it's...so yes, in short.

JEN

We see people do this a lot where they're like cheering other women on like, yeah, do the small thing, but what they're really doing is like that's good for you. But not for me over here. [Laughs]

ANNIE

I'm not going to do that. That doesn't work for me. [Laughs]

JEN

Yeah. [Laughs] You do you! Small changes. Yes. But I'm gonna -

ROXANNE

I'm gonna pass. Anyway, why exhaust yourself like I did the first month, why exhaust yourself, burnout, and then do nothing, instead of just like taking it slow. So that's what I saw the last two and a half months, that's where I've been at, just being like, it's okay. Like, you know, I let my dog out to pee the other day. And I did squats while he was outside. And I was like, there. I moved today because it's too hard for me to go out.

JEN

Yeah, it is so powerful to meet yourself where you're at and let yourself be successful.

ROXANNE

Yeah, exactly. Like finding the ability to be okay with not moving mountains and setting a personal record every time you have a workout or whatever the case may be.

JEN

Yeah, often when I'm coaching women around this issue, I'm saying you're going about your goals the wrong way here, instead of setting goals that you think are ideal for you or you think where you should be. Let's start with, what does the goal need to be in order for you to confidently say, Yes, I can do that. Yes, by the end of the week, I will have checkmarks on my habit tracker. I can for sure do that. Right? Like, it's coming at it almost in a reverse engineer way of, how can I be 100% successful rather than, Okay, here's the habit I want to do now I'm going to try really hard to be at 100%. Right?

ROXANNE

Yeah. And allowing yourself to feel that success. I honestly, until I told my accountability group that I was doing this podcast, one of them said back to me, they're like, you must be so proud. And I was like, holy smokes. I am proud of myself. Yeah, I don't know if I ever allowed myself to use that word about something that felt. So yes, it was work, but it was still easy. Like, I never allowed myself to say that I was proud of myself for anything and it was moving.

JEN

What I'm hearing here is you talking about how you decided to trust the process because time was going by anyways. And for everybody listening, I hear that from a lot of our successful members who they say, You know what, I just, I surrendered to the process. I decided to trust it. I had nothing to lose and it sounds like you just made a decision that, Okay, I'm gonna do this.

ROXANNE

Yeah, for sure. And it was, I was the only person getting in the way of that because I had so much negative self-talk and it takes a lot of effort, like when you are so used to speaking poorly of yourself, to yourself, because I would never not really do that to other people. Like from the outside, everybody would see me as this like funny, confident person. But inside, I was always like, Man, you're the worst. And so countering that negative self-talk with something positive is

so hard at the beginning, you feel like you're being so fake, that you don't feel like you're being authentic. Because you're like, you know, like, you think, oh...I don't even have an example. But you'd think something poorly of yourself. And then the first few times you counter with the opposite of that, you're like, that was a lie. I'm lying to myself. Now this is where I'm at. But eventually, you're like, that's not a lie. It's true. Like, I'm not the worst. I am awesome. I am a BAMF.

ALL

[Laugh]

ROXANNE

Like, I'm awesome. And once you start feeling that way, because, it's just, it's so silly that all of us women, we can tell everybody in the world, the person we've never met before, we can tell them how fantastic and fabulous and how they're crushing life, and you don't know them. But you can't say that you're doing an okay job sometimes to yourself, but you can't even like give yourself a little tiny bit of the encouragement and support that you would give a stranger.

JEN

Yeah, yeah. And so beliefs are things we have thought over and over. And so what the coaches and I all share in Balance365 is that look, like if you could have the thought over and over that you are not enough, so much so that it became a belief, you can also have the thought that you are enough. And yes, it'll feel weird at first to say actually, little person inside of me, I am enough. So be quiet. That'll feel weird. But then you do it again and again and again. And you can think it enough times that that becomes your new belief.

ANNIE

And on that note, and I already heard you referenced this Roxanne, that the only person who gets to define enough is Roxanne.

ROXANNE

Yeah, totally.

ANNIE

Like, Roxanne gets to decide what's enough for Roxanne. Not me, not Jen, not our coaches, not our culture. Like, that's on you.

ROXANNE

Yeah, and I think identifying with other people in this program is really helpful, but not taking it a step further and comparing yourself to other people.

JEN

Yeah, you're right. You're absolutely right. Identifying with others is very powerful stuff, comparing yourself can turn into a negative spiral. So yeah, that is very important. Yeah, it's an important differentiation. I wanted to talk about your biggest aha moments early on. And so what

I noticed about you is like, it's your early journey, right? So for some people, it's a bumpy takeoff. Like, they're struggling to, like, get off the ground, and really embody this and get the results that they ultimately came to us for. And I think we've talked a lot about the aha moments you've had, and you've had, you kind of had the moments that got you started. And now you're also consistent, right? Which is that like, that's another hurdle, right? It's like, Okay, now I kind of know what to do. And I'm going to start doing it now. I need to stay consistent with it. And do you have any advice for anyone kind of struggling with those earlier months, to just get over that hurdle of getting started and getting over that hurdle of staying consistent? What do they need to hear? What did you need to hear?

ROXANNE

I needed to hear, I think was one of the most powerful things was the whole idea of being a grown-ass woman. Like yeah, if I want to sit on the couch and crush pints of ice cream after my baby goes to bed, go for it.

JEN

You're perfectly entitled to do so do.

ROXANNE

If that's what, if that is what drives you then go for it. But obviously, maybe that's not exactly the direction you want to be going in life. And own it, whatever you do, just own it and it's okay. Nothing is bad. Whatever you decide to do is good. Like good, better, best. Everything is okay. Like regardless of what you do, you are not a good nor are you a bad person because you really like to eat pie. Do you know what I mean? And that is, that was one of the things that I think was really striking to me was like I'm okay, full stop. I'm good, full stop like that. That to me was the biggest thing because well, like I was saying before, like I just used to talk to myself. So like I would never say the things that I would say to myself to anybody in the world. Even somebody that I really don't care for in the slightest. I would never say some of the awful things I would think about myself. And just knowing that it is okay to do whatever you want to do. But if at some point you decide that the things you are doing, you don't want to do them anymore, then that's okay, too. And it's okay to strive, like to go to try to be something different to try to reinvent yourself.

JEN

Yeah.

ROXANNE

Maybe not reinvent.

JEN

Change your trajectory and be responsible for that.

ROXANNE

Yeah. And be responsible for anything that you do, because you are a grown-ass woman. And it's okay.

JEN

Yeah, it's totally okay. And I think what I'm hearing from you is, you kind of drew a line in the sand and said, Okay, like chasing validation ends right now. I have the validation I need, I am enough. Now, what do I want?

ROXANNE

Yeah, I just didn't want my, I just didn't want to feel like my body was holding me back from doing things I want to do. Like, I live in a mountain town. And for the longest time, I wouldn't go on a hike with anybody because I was afraid that I'd be the slowest one there. And I would be afraid of what they would think about me being slow. And yeah, I still kind of do feel that way. But ultimately, I know that if I am the slowest person in the group, that doesn't mean I deserve to be there less, it just means I need to take more time. It's because I don't, I'm not used to climbing mountains. That's not my thing. And it's okay. But it shouldn't hold me back from doing those things if I'm doing that. And I get winded, like I had this idea in my head that I couldn't ever let anybody hear me breathe. And I can laugh at it now. Because this sounds so crazy. But like I had this thing, like I wouldn't let anybody hear me breathe. I wouldn't sit on a stool or bike, a bicycle because I was afraid of like, the ratio of seat to bottom would be too great. Like, I had all these rules in my head about so many things. And it's just like, it's so freeing to just realize that, you know, it's okay, like, just calm yourself down for a second and take a step back. And that was another big one, being able to like, zoom out. That was huge for me slow down. Pause. I do that with so many things on so many levels, because I just constantly felt like I was just trying to get to the next thing all the time. And living in the moment right now, especially with a baby. Like, that's so important. That's so important for me.

ANNIE

Roxanne, I don't know if you've heard me say this on any of the live workouts, but often, it's not uncommon for me to hear that people feel shame around, as you noted, breathing heavy during exercise, or that it's a struggle, or that it's difficult, or that it's hard. And I'm like, that's kind of the point. Like - [laughs] it should be hard. Like, if you're not a little huffy puffy, if your muscles aren't like a little warmed up, a little challenged, a little stressed, and like maybe we need to up the intensity up. Like that's kind of the point of exercise, like the point of hiking, for a lot of people is I mean, yes, enjoy the view, socialization, but also, like, get a little huffy, puffy, like you should be breathing hard. But here you are, like, I don't want people to know that I'm breathing hard.  
[Laughs]

ROXANNE

Yeah, I know. It's so funny. Like, it's so funny to think about it. And not just funny to think about it like that was two months ago, like that was just like, well, I guess summer is longer than two months ago now. But it was not that long ago that this is how I truly felt, like, and I just always felt like, I wasn't able to do things. And I let, I held myself back from experiencing so much

because I didn't think that my body fit in whatever environment that I wanted it to be in, which is not true. Your body can be in whatever environment, just put it there.

JEN

I think it's a good example of how many women hold themselves back from truly living life and being present in each moment and each experience because they think, When I become this when my body looks like this, when I am in this amount of fitness at this fitness level, then I can, right? Rather than going, Oh no, it's actually, it's about the journey. Like this is what it's actually about. I don't arrive. I'm not going to arrive, I'm going to become what - we don't get to just press pause on life. And then like pick up when we're ready. Like your life has gone whether you're participating or not. It's happening.

ROXANNE

Yeah, it's so funny that you say that about the journey because I was such a like, eye-roller when it came to that like, Oh, it's the journey, not the destination.

ANNIE

[Laughs]

ROXANNE

I'd just be like, Oh God. Like, eye roll and a half, and now I am that person and it's hilarious because I truly feel that way too. Like, I wouldn't, people would say that I'd be like blah, blah, blah. You go on your little journey there but okay, and I would just think that there's so full of it and now I honestly feel that way and it's so funny. It's so, it really does make me laugh because it's true. Like it's true. There's no endpoint, like you're, it's your life. Like, there's only one ending for anybody in life. And yeah, like, it is about the journey, it's about enjoying the little things and the process and like the growth that we all have as humans, like we're gonna grow and change. But it's nice to be able to feel like I'm pointing myself in the direction I want to go and not just feel like I'm trying to keep up with time.

JEN

I think a big differentiator between say our program as a weight loss program and a diet program as a weight loss program is like, in a diet program, the prize is the weight loss and we're saying the prize is the journey and your day to day life. Like, you can lose weight as a byproduct of that but it truly is the person you develop into who's like walking that life, right?

ROXANNE

Yeah, I 100% agree and for my daughter, like, I do it for me, but I want her to see a mom that's happy. I don't, not a fake happy, you can tell, kids can tell for sure. And I want her to, I just want to be able to be there for her. I want to see her grandkids, I want to be able to like sit on the toilet by myself when I'm 90. Like, there's so many things that I want to do. And I want to do it, I want to get there with joy in my heart, like, see, listen to that, like that was not me two months ago with joy in my heart. No, Roxanne that's not where I was two months ago.

JEN

[Laughs]

ROXANNE

It's a crazy, it's so crazy.

ANNIE

You've got, this whole podcast is gonna turn into like one of those accessory, like motivational quote things.

JEN & ROXANNE

[Laugh]

ANNIE

The journey, with joy in your heart. [Laughs]

JEN

I've got two quotes here I pulled from some of your more recent Facebook posts in our group. And I quote, "I freaking love who I am." Do you feel that way right now?

ROXANNE

Oh, totally. I'm embarrassed by who I am a little tiny bit -

JEN

[Laughs]

ROXANNE

- but I still love it. [Laughs]

JEN

You shouldn't be. You are hilarious.

ROXANNE

I so love myself. I like, I have, so I've always projected outwardly, I always projected that I was a super confident person because I was like, that person has always been there for sure. It's just that behind closed doors and just like to my husband basically he would be the only other person I would say these things to, I didn't truly believe it, but I really do believe it now, like I don't, when I walk down the street, I don't worry about who's looking at me, when I, you know, like when I'm in public, I don't care about if someone thinks that like my pants are too tight on my bum or whatever the case may be, like I just don't care about what other people think of me the way that I did before. I don't let it limit what I do because I'm afraid of what someone's going to say to me because I've had that happen. I've been in a Walmart parking lot and someone just yelled, "Hey fat girl!" to me from a car driving by. Those things stick with you. And I don't let the fear of that potentially happening again get in the way of me just rocking it, doing what I do.

JEN

And here's another one, this really moved me, "This is the me I've searched for, for such a long time." That was very powerful.

ROXANNE

That was the me that I told everybody I was, basically like I just am now living it, I am that person. I don't, it's funny. So, this is where it all started. Remember YM magazine from like the 90s, when you were like a little girl or whatever, I read in one of those magazines when I was like pre-13, like not even a teenager yet, like, fake it till you make it, talking about being confident if you're not confident, just fake it to make it. So I took that to heart and I faked it forever and I just never made it until now.

ANNIE

I think we read the same issue.

ROXANNE

[Laughs] Yeah, probably. Probably with Gwen Stefani with two tank tops on on the cover.

ANNIE

Yeah.

JEN

[Laughs]

ANNIE

And some, and some Doc Martens.

ROXANNE

Yeah. [Laughs]

ANNIE

A chain to connect her wallet that probably wasn't even in her pocket. But yeah.

ROXANNE

Exactly. [Laughs] A sticker on her forehead.

ANNIE

Yeah. [Laughs]

ROXANNE

Gosh, oh, the 90s, but yeah, that's where it came from. And I'm like, I've always, I always just pretended to be the part of myself that I wanted to show everybody. But now I don't have to try

so hard anymore. Like, I don't have to try to be myself. Because I just am, like, all of the little quirky things about myself like I'm not afraid to show it now.

ANNIE

That's awesome.

JEN

Roxanne, you, so you've lost 20 pounds. You're rocking your habits. You are loving yourself. And what we always ask every guest is, does this feel like a sustainable way to live for you?

ROXANNE

Totally. I can't imagine going anywhere but up.

JEN

Awesome.

ROXANNE

I, yeah, I totally like, I can't imagine ever going back now. Like...Yes, I've made serious changes in my life. But I'm not uncomfortable. And that's the difference. Like, you know, like I ate chocolate yesterday. You know, I had Bailey's in my coffee this morning.

JEN

[Laughs]

ROXANNE

Like, I do the things I want to do. It's just I don't feel out of control. You know what I mean? Like, I'm not gonna like just go glug, glug, glug, glug, glug, glug, with my Bailey's in the morning. I'm not gonna eat a whole box of chocolate. I have control. Like, I decide what I want to do. Really.

JEN

Yeah.

ROXANNE

I'm not uncomfortable. I don't feel restricted at all, which is completely the opposite of what the like, quote like health, unquote industry lets you think, like they make you think like, if you don't go to bed hungry, you're failing.

JEN

So enrollment to our coaching program is opening again in a few days. What would you tell anyone thinking of joining Balance365?

ROXANNE

Do it.

JEN  
[Laughs]

ROXANNE  
Do it.

JEN  
Great.

ROXANNE  
One of us. One of us.

ANNIE & JEN  
[Laugh]

ROXANNE  
No, the thing that held me back for sure, like most people, I assume is the money. But when I broke it down, like my husband and I, we go out for a nice sushi dinner like in one of the more upscale places in town, or I live in a very small town. It's the sushi restaurant in town, let's be honest.

JEN  
[Laughs]

ROXANNE  
And like, we could drop like \$80 in a night and then it's just gone. Forever. You know what I mean? So why not invest in myself and, you know, like, I'd spend like \$100 on toys, on wooden Montessori toys for my child who won't even remember them. But I can't spend that much money on myself for something that's gonna literally change my life? Like, you deserve it. If you, I get especially now people say money isn't what it was like a year ago. Do you know what I mean? Like people are struggling a lot more than they were. But if you have the money, and you are interested in it, invest in yourself, show up. You won't regret it if you put the effort in.

ANNIE  
Thank you. That's awesome. Roxanne, you have, you are just a joy, you just made me giggle, like your realness, and your ownership of like, yeah, this is the stuff that used to make me roll my eyes. I just find so refreshing. So I can't, I cannot wait for you to find more joy on the journey as you -

ROXANNE  
[Laughs]

ANNIE  
- continue your coaching experience. So, thank you so much. I appreciate it.

ROXANNE

Yeah, no, thank you for having me you guys. You are the, well, you guys are the reason why this has happened. Like, without you, I'd still be rolling my eyes about people.

ANNIE

Who are those people? [Laughs] With joy in their heart?

ROXANNE

Even like, Christmas before like, this is the first Christmas that I'm like, Oh my god. It's Christmas! Let's listen to Mariah Carey! [Laughs]

ANNIE & JEN

[Laugh]

JEN

Balance365, learning to love Christmas and Christmas music. [Laughs]

ANNIE

And Mariah Carey. I'm definitely here for that benefit.

ROXANNE

Oh my god.

ANNIE

Oh my gosh, you crack me up. Thank you so much for your time and sharing your experience with our community, both in the Facebook group in coaching, and on our podcast today. I know it's gonna touch the hearts of a lot of listeners and hopefully put some joy in their hearts too.

ROXANNE

Thank you both so much.

ANNIE

We'll talk soon. Okay?

JEN

Thank you.

ROXANNE

Thank you so much.

ANNIE (OUTRO)

Hey, everyone, if your mind has been blown while listening to this podcast, just wait until you work with us. Let us help you level up your health and wellness habits and your life inside Balance365 coaching, Head on over to [balance 365.co](https://balance365.co) to join coaching.