

# Balance365 Episode 27 Transcript

Annie: Welcome back to Part 2 of 10 Personality Traits of overeaters. On our last episode Jen, Lauren and I began to dive into and unpack some of the most common personality traits and how they affect our approach to diet and exercise habits. If you haven't given that episode a listen, I would highly recommend checking that out first. On this episode, we continue our examination of these traits and if you're like the three of us, I think you might hear a little bit of yourself in one or more of these. If you want to continue the conversation, join our free private facebook group Healthy Habits Happy Moms as well as follow us on Instagram at Balance365Life. Enjoy!

Welcome back Jen and Lauren, we are continuing our discussion on personality traits and how they might affect your health and wellness goals. Our last episode was on the first 5 I think it was.

Jen: Yep.

Annie: And we're going to pick up with the second five or six?

Jen: Six.

Lauren: Six.

Annie: Thank you.

Jen: Yeah, there's 11.

Annie: Thank you. That's a lot of counting. And we're going to pick up right where we left off so if you haven't listened to that first episode, please do so you can get up to speed because we covered a lot of really, really great topics that I think will resonate with you, I know Jen, Lauren and I sort of already saw ourselves in some of those and I, just looking ahead at the list, I can already see myself in some of these ones coming down the road, especially this first one.

Jen: Yeah.

Annie: Jen, do you want to tell us about the next personality trait?

Jen: Sure, should I real quick do a recap of the five that we said?

Annie: Oh yeah, that's a good idea.

Jen: So the first five of the 11 traits we're covering is 1- all or nothing thinkers 2- perfectionists 3- people with a deficit mindset 4- people who are help avoidant and 5- people who are externally rather than internally motivated.

So go back and listen to that podcast to get more details. Really great podcast, lots of stuff there and also just understand that it's these personality traits that are being linked to people who struggle with consistency and making those changes and if you listen to our podcast you probably are here because you want to be healthier and you want to make changes and you're working with us because you're trying to figure that out.

So, a lot of that comes down to your mindset and your approach and once you can identify those traits in yourself, you are not destined to live with those, you can start working on them. We're not presenting this information in like a judgment zone. We're just non-judgmentally educating you and we see ourselves in these traits too so we relate to you guys.

Annie: Alright, good review, thank you, that was a good idea.

Jen: You're welcome.

Annie: Okay, so let's pick up where we left off. The next topic is people pleasers and approval seekers and I'm just going to go hide under my pillow because this is me!

Jen: This would be number 6. So, people pleasers and approval seekers they have trouble with long term change. So this is the desire to please others. Often authority figures and in the book we're referencing for these two podcasts, I'll just say it again, it's called Helping Patients Outsmart Overeating, Psychological Strategies for Doctors and Health Care Providers. And this book is referenced and recommended to all of our Balance365 coaches to better coach people in Balance365.

So, people pleasers and approval seekers, they will go into their, see if they are seeing a doctor or a dietitian, and their whole being is about impressing or pleasing authority figures so they just love to get that pat on the head.

And another place we see this, so this book really is about health care providers but I wanted to mention where we see this a lot in Balance365 is in dysfunctional mother/daughter relationships and so weight loss, whether unconsciously or consciously, we try to bring it to their conscious just through different tactics we use by asking people questions, it's actually women have a desire to make their mother or father happy or proud of them and that's why they are pursuing weight loss.

So, a really good pod, if that's something that's hitting a nerve for you, a really good podcast to listen to of ours is Mothers, Daughters and Body Image with Hillary McBride where we really dove into that topic.

Annie: That was one of my favorite podcasts that we've done so far.

Jen: Yeah, for sure.

Annie: Just grab a tissue. Before you start it.

Jen: for sure. So that's definitely something people might want to unpack in therapy. But it's also, I mean what we want you to know is that it's really important to be able to own your own journey and what you want for your life, not what other people want for you. And that really is the key to long term change.

So, you know, this kind of leads back to what we talked about in our other podcast is finding out what internally motivates you, make sure you celebrate your successes and be proud of yourself. And I remember, I saw a child psychologist several years ago, she was speaking at our preschool and she was giving parents some education and suggestions for dealing with kids and I remember one thing that really stood out for me was when they bring something to you, so I think a lot of us struggle with people pleasing and I mean you just really want, you want your parents to be proud of you, it's kind of innate so she suggested when your child brings something to you, so you've drawn a picture or they have a really good spelling test score and they bring it to you and they're like "Mom, look" and they are looking for your approval, one strategy you can use is say "that's great. How do you feel about it? Are you proud of yourself?"

And so that's what I was reminded when I was going through this section is saying like, you know, it's just important to pause for a sec and be proud of yourself and reflect on how you feel about that.

Annie: I have no shame in admitting that I'm 35 years old and I go to therapy every Wednesday and we have talked so much about, she always asks me "What was your experience?" And often times I have trouble answering that questions because I'm like "Well they didn't like what I did" or "They were really proud of me" or "They thought it was really good so I thought it was really good" Or "They didn't think it was good so then I didn't think it was good." And she's like, "But that's not your own experience, that's not your perception, that's not yours. That's theirs. That's their perception of you. That's their perception of your work, and what do you think and how do you feel about it?" and I'm always like, "I don't know. What do other people think? If other people like it then I like it. And if other people like it then I feel good about it."

And that's been really, really difficult. That takes some serious intentional work to stay focussed on where am I at, how do I feel, what do I and then letting go of what other people think. Like, okay, other people didn't approve, that's okay, I liked it, I felt good about it. You know? And in keeping that at the forefront of my focus has been really, really helpful.

Jen: Yeah, and it doesn't just come down to your like health and wellness or nutrition and workout habits that could in so many areas of life as far as going through all these personality traits and mindsets. It can just apply to any area of life.

Like if somebody comes over, if when your mother comes over or say your mother in law, you must have a spick and span house and it's like you really want to please your mother or your mother in law by having it and get their approval by having a spick and span house but it's like, "How do you feel about having a spick and span house?" For me, it's like, you know, I am okay, like I do like having an orderly house, that helps me, but I'm actually okay with a level of mess and realizing that that is, "Ha, okay." So then I can start taking action on that as well, right.

Annie: I see this and I've experienced a lot and I've done some research about it on social media as it pertains at least to teens, I gave a talk to middle schoolers about social media use and how that can affect your mental wellness and your

well being and I think it's really easy if you're a people pleaser or an approval seeker to get wrapped up in likes.

Jen: Totally, that's a really good point.

Annie: and comments and shares and I mean, I can't tell you, especially early on in my Instagram journey, when I just really wanted people to like and I wanted people to comment and really praise me and if they didn't, then I thought it was, whatever I wrote or whatever I shared was lacking value, or was crap. And that's not the case. That's.

Jen: Absolutely. I feel like some of the best content I put out has the least amount of likes. Like, I might snap a selfie and not even have any depth to that post and get 900 likes or whatever and actually today I'm going to post about a non-profit I contributed to on Monday and I have this write up to go with it and I already know it won't get as much engagement as the selfie I took and it's like, you know, if I was on social media just to seek people's approval then I would start curating my feed to become one that gets a lot of likes.

Annie: Which moves you further and further away from yourself.

Lauren: Yes.

Jen: Absolutely.

Annie: and more in the eyes of what everyone else thinks vs the eyes of what you think and that is never, ever going to fulfill you. Like, I'm speaking from experience, you can keep trying to fill that bucket with all the Instagram likes in the world and it's never going to be enough. You're just going to want more, and more and more.

Jen: I see that sometimes, or I should say, I don't know, nobody knows 100% but sometimes I think I see that where I have different, someone I know in real life say who is really deep and generous and kind and has a lot to offer the world but then when I look at their social media feed, "This is not you. Like something's not translating here from who you are presenting yourself on social media to who you really are."

And there's nothing wrong with having professional photos or whatever on social media, but I'm like, "You've got more there, girl. Come on. Show me. Shine your

light, show the world. Because you are more than the likes you get. You are more than perfectly posed professional photos. Like I know you're a deep, amazing person, so let's see that."

Annie: Are you talking about me?

Jen: No, I'm not. I'm actually not. I am thinking of someone in particular who I totally adore, no, I see it more, I guess, no it's not you guys, it's like a younger woman that I know who is in her early twenties.

Annie: What? I'm 21. I feel 21.

Jen: Yeah. So, anyways, she might even listen to this and go, "Is she talking about me?"

Annie: That's the people pleaser and approval seeker in me that's like, "Wait, is Jen critiquing my Instagram page? Like, what?"

Jen: Yeah, no, I think we all have a great balance. I post some selfies, like I celebrate myself sometimes but then I also do want to show that, I want to highlight this non-profit group, Mamas for Mamas that I've been getting involved with. I really want to do that and it's just a picture of a bunch of stuff in the back of my vehicle and it's not as eye catching, it's not as, but like, there are people who follow me who will stop and read that and get to know me at a deeper level but the truth is really only a percentage of my followers on Instagram, I have about 10,000, only a percentage of them will stop and get to know me and those are the people I'm showing up for.

Like I don't need to show up to just gain the approval and more followers and more followers. My goal on social media is to get people, I want them to get to know the whole me. I want them to start thinking a little bit deeper about things. and I understand that that doesn't have mainstream appeal so I probably will never have 500,000 followers which is totally, it's totally fine by me. So it's just being really intentional coming back into who you are and what your purpose is for being here.

Annie: And it can be tricky whether we're talking weightloss or instagram posts not to follow the applause, to get more applause.

Jen: Exactly. Right.

Annie: Because it feels good. I mean-

Jen: A lot of people fall into that trap.

Annie: It does. And to stay focussed on where you're at and what you want and what you need and who you are can be challenging at times.

Jen: Yeah.

Annie: Well, okay. We got off on a little tangent. But moving along, the next personality trait. Victim mindsets.

Jen: So this is a tricky one. victim mindset. This is tricky, even the whole it'll be triggering to even hear victim mindset for some people so we do not want mean who are actual victims of trauma. That is not what we are talking about here. We are talking about a victim mindset and I took this straight from the book, don't kill the messenger. What we mean is people who insist they cannot be helped.

So, I don't think we see this often but we do see it occasionally in people we work with, whether it's in Balance365 or it's just in our big community. They post that they have a problem and people are responding with suggestions, a lot of compassion, and some suggestions just for even one tiny step forward and that person always is counteracting those suggestions with "But this won't work for me because of this." And like nothing will work for them.

Annie: They're feeling helpless.

Jen: Yeah, they feel helpless. They are totally helpless and they cannot see a way forward. We shouldn't be looking down on these people but it's probably one of the most frustrating things to deal with as a coach because your job as a coach is to move people forward. We are very different from psychologists and coaching is about moving people forward so this is probably one of the most difficult situations for us to deal with in a person. And it takes a lot of patience. And when I come across this, I eventually say, "What do you think will help?" And if they're still at the point where, "I don't know."

I mean, really, I think that these people need to be in therapy and they need to be addressing with a therapist why they feel so powerless. So, yeah, but it is, and I know probably everybody listening, they might feel awkward like all of a sudden going like, "Oh, that is me." Or they might say, "I know somebody who does that

and it is extremely frustrating. You can't help them because nothing for them will ever work."

Annie: Yeah, and sometimes, if that's you, sometimes just creating awareness that you're doing it can be a really good step. Like, "Oof. I am really struggling to find something that sounds like it will work."

Jen: Right and we have to acknowledge that the health and wellness industry can sort of create that and it leads back into other things we've talked about in this podcast and the previous one with the first five personality traits is that when the health and wellness industry just keeps presenting solutions that are very extreme, you may feel powerless.

Like, I know as a new mom when I had a baby and was dealing with some body dysfunction, it did feel impossible to find a way forward. Because when you have an image of your mind, of like a super fit, thin, fitness model as fit, you do kind of feel like you'll never get there. So when people are like, "Well, you know, could you do a 20 minute home workout twice a week? Like could that be your small step forward?" You're just kind of like, "Well, no, and then, someone who is in a victim mindset-

Lauren: Well, that's not going to do it.

Jen: That's not going to work. That's not going to do it. That's not going to get me there so then you're constantly, all you see is roadblocks. All you see in your life is roadblocks. So I think coming out of the victim mindset, part of the process can be about setting manageable, attainable goals and really kind of working through all these mindsets of like health and fitness isn't all or nothing, the woman who's doing squats while she's doing laundry is doing a little more for herself than the woman who is not doing squats.

I mean, you don't have to do squats while you fold laundry, but you know what I mean? Like so our job as coaches is to see there's always a tiny little way to step forward and take care of yourself. To fit in the things you want to fit in. It may not be perfect but our job as coaches and as health and fitness professionals in general shouldn't be to portray that life of perfection, right? So.

Annie: and sometimes there are factors in a person's life that do create roadblocks that you cannot work around but can we take a detour and do it a little

bit different way and like you said, Jen, that's our job as a coach to help you work around that versus give up on you or.

Jen: Just because you can't have something right now doesn't mean you will never have it. So, when I was 20 I had my first son at 25 and and at the age of 25 I thought that was it, like I just couldn't see the big picture at 25, I don't know if it was my immaturity or whatever but I needed to have everything like right now, and in my realms of life, like my partner and I we rushed into buying a house because we needed to have a house and it was kind of a house we couldn't afford and it's kind of like, now I look back like, "Why didn't we wait? Why didn't we stay in our little rental?"

Our baby didn't need a big house. It's just kind of like, as Lauren said in our last podcast, people really need to zoom out and look at their big picture and have more patience. Just because you can't have something right now doesn't mean you will never have it.

Lauren: Right.

Annie: That's hard for me.

Lauren: Something that I do. I've been in the victim mindset in different areas in different points in my life before and I feel like when you're so stuck in that you're at the level of the problem and you can't see any solution. I find what helps me is to take a break, take a break from it, go do something that I enjoy and come back with, try to come back with a fresh perspective.

Taking a break definitely helps me. Sometimes I need a kick in the pants too where someone else will be like, "Look, what are you doing?" And that can open my eyes to "Why is this so hard for me? Why am I stuck in this?" and that can get me thinking too.

Annie: Yeah that third party objective opinion perspective can be helpful.

Lauren: Yes.

Annie: Okay, moving on, next personality trait. People who avoid emotional discomfort.

Jen: Right, so also really common-

Lauren: Hi!

Jen: Yeah.

Annie: Robot Lauren.

Jen: I used to be like this and now I just like swim in it. I was telling someone the other day, "I cry almost every day. I realize that crying is how I process anger and frustration and I just don't avoid it anymore," but as I shared I've done lots of therapy in learning how to do that because it's important to understand, so first of all, it's important to understand that processing emotions that don't feel good for you, it's natural to want to run from those and processing them and feeling them is a skill. So, and it's a skill that you can learn and it's not comfortable but, Annie I think is learning to do it right now.

Annie: Yes, again, therapy at 35. In the last 8 months this is a skill I didn't develop. I just didn't develop. I took uncomfortable emotions and I would just shove them away and just keep shoving them down, shoving them down and if you know me, you know that I don't cry, that I usually don't get upset, at least outside the four walls of my home, I'm very kind of even keel and any sort of "negative emotion" like crying, sadness, embarrassment, shame, I do not publicly display those but I'm working on it. Because it's a spectrum of emotion and they're all okay and you don't have to avoid them, so yes, it is a skill.

Jen: It's okay to not be okay, as we say, right?

Annie: And you're not weak if you cry. You're not pathetic if you're embarrassed. I just have a lot of baggage with feeling some of these emotions.

Lauren: And going back to my dinner example if you listen to the last podcast where I cried because I ruined dinner, I felt better afterwards. Like I cried a little bit, got it out, I realized "Why am I crying over this?" and then I felt better.

Jen: It's just that realization that you're not perfect.

Lauren: Yes.

Annie: Yes.

Jen: But that's okay. So you just cry it out and you're like, "Okay, I can move on." So people who avoid emotional discomfort, the reason they struggle with being

consistent in their health and wellness journey is because they often reach for food during those moments of discomfort or I would also say, this wasn't in the book, but I would also will over exercise or turn to exercise as a way to distract themselves and just do really intense exercise so they can't think about those uncomfortable things.

Which, there's obviously benefits to exercising, but there's also such a thing as over exercising or exercise obsession and it almost is a disorder kind of thing. And it works. So overeating when you're distressed, it works in the moment to alleviate the distress. But unfortunately it usually leads to feeling worse afterwards. So not only is that distressful emotional still there, that thing, that big scary thing is still there to deal with, you're then having to deal with the guilt and shame that people often feel and the self-loathing that people often feel after they have, whether it's overeating or binge eating or whatever to escape from those emotions so it's definitely a very short term alleviation of emotion and can lead to feeling worse.

So we actually have a chapter in Balance365 on emotional eating and to encourage people to actually feel those emotions, work through them, process them, rather than turning to food for comfort all the time. And fine print: we do understand food is comforting, we're not saying "You should have no emotion attached to food. Food should not make you feel better about yourself etc." But it's more about if you're using food consistently as a way to avoid emotions then that can not be aligned with many people's goals.

Annie: Absolutely. And, you know, too, as I said, therapy can be a really good tool in dealing with emotional discomfort. Not just as it relates to food but just in life in general. There's lots of resources available to you.

Jen: And the discomfort you might be feeling might be like, you have no boundaries with your children so your children are just on you all day long but it's uncomfortable for you to set boundaries. Or maybe those are with your partner. Whatever it is, you have this emotional distress. You might not have even sat down to sort through it, like why am I so distressed.

Why am I headed to the pantry every single day after my kids are in bed because I feel so distressed and so it might just be about sitting down and really sorting out where that distress is coming from and understanding that short term that short term discomfort of working through those emotions or setting those

boundaries or getting what you need in your life to not feel distressed is what is going to lead to long term fulfilment.

Annie: One area that I see this in myself too, and it gets a little grey, I'm not talking about "needing" alcohol but I've been very open about my habit of grabbing a glass or two of wine when I'm feeling stressed, you just need something "to take the edge off" and I've really made it an intentional practice on finding ways outside of food and alcohol to cope with feelings. If I want to have a glass, I can have a glass of wine but why am I reaching for this glass of wine? You know?

Jen: And we talk about that in Balance365 in trying to white knuckle these situations where the underlying issue is that you don't like emotional discomfort or that you have too much stress in your life and it's a lot of work. It's a lot easier to pour a glass of wine in the moment than it is to address the overwhelming stress you have. Or the feelings that you have and actually change your life to be in a way that is a little bit less stressful so you're not reaching for the glass of wine. Do you know what I mean?

We do have a lot of quick fix coping mechanisms available to us in our society that are affordable, accessible, they're right there and it's okay sometimes, we're all about moderation, sometimes I want a glass of wine after a stressful day and it helps me unwind and I enjoy but if I'm having three glasses of wine and I'm doing that 7 days a week because I can't handle my life, then you have to start maybe consider that maybe you might have a problem or if that's food you're reaching for every single way. yeah.

Annie: Yeah. Okay. Moving on. The next one: people who struggle with impulsivity.

Jen: Right, so I think this is fairly self-explanatory, that if you are an impulsive person you are probably more likely to be someone who overeats.

Annie: That's me. It's me.

Jen: Right?

Annie: I'm pretty impulsive.

Jen: Right, so because we're about balance and moderation sometimes we get a bad rap. Sometimes, I think, people in the health and wellness industry or who like are really into health and wellness and healthy eating think "Those girls at Balance365 are all about being lazy and whatever."

Lauren: Enablers.

Jen: And eat chocolate bars. But actually, taking care of our health it does require paying attention. Those people just don't tend to understand the middle ground.

Annie: Those people. You're talking about me, Jen.

Jen: Those people. No, it's more like. There's people in the health and wellness industry promoting almost obsessive and disordered eating, right? And we're trying to say, "How do you describe the middle ground?" And I remember describing it to someone in Balance365 saying, "I don't not care about my health. I don't not care about my nutrition choices. I just don't obsess over them. However, I do pay attention to them. But there is a big area between obsessing and paying attention.

Annie: Being mindful.

Lauren: I think, too, that the reason we talk so much about the other side of it, the eating the ice cream or the snickers or taking rest when you need it or stress relief is because our society and culture is so focussed on the other side. So, while health is important to us and we have those boundaries and those guidelines, it's just we seem to need to talk a little bit more about the balance and moderation because our society as a whole is so extreme.

Jen: Right so when someone posts in Healthy Habits Happy Moms a bowl of ice cream with sprinkles and all the fixings saying like, "This is what I'm having. Having it for supper. This is all I'm having." We might celebrate that because I think we kind of have an understanding of where she might be coming from. So for her, that's a healthy choice for her at that time. It is because she has been living for 12 years with shame and guilt around wanting to do something like that but then if you're sort of new to our culture and don't understand what we're all about, because we have been called enablers before.

Lauren: Yeah.

Jen: So, it's saying "Why are you celebrating women sitting down and having a bowl of ice cream for supper?" And then it's like "Let's zoom out and look at this woman's life for the last 12 years, this is a celebration for her. We're not encouraging people to have a bowl of ice cream at every meal.

ANnie: So back off.

Jen: Back off. We kind of got off track there.

Annie: Eyes on your own plate.

Jen: We're supposed to be talking about being impulsive but. So it goes without saying, impulsive people struggle with consistency. Consistency is really boring for them. Because they get some gratification out of being impulsive. People are impulsive in many areas of life. Not just eating but like, shopping. Like, people who just can't help but grab things at the till. So there's shopping behaviors that can be impulsive. Several different things.

So usually people who are impulsive they don't tolerate frustration very well. And people who have higher frustration tolerances are usually less impulsive. So that's kind of what you need to address there is your frustration tolerance. So an example of somebody who's very impulsive, they might wake up in the morning, they're on a diet, they go through all their cupboards, and they throw away all the junk food but then they're at the grocery store that afternoon and they're going down the junk food aisle and they just buy it all. So that was an example straight from this textbook actually. And so those people they also struggle with needing instant gratification.

Annie: I think this kind of relates to what our Balance365 coach Melissa Parker talks about, how people make plans for future you but they make decisions based on present you or present me and I think someone that's impulsive, myself included, can lay out best laid plans but they get to a party and they're just like "Ahhh, let's do it."

Jen: So that's me in Detroit at the Jay-Z concert. We went out in Detroit and I was like "I'm just having like one glass of wine, maybe two."

Annie: And next thing you know she's taking selfies of other people in the bathroom for them.

Jen: yes. Pounding back pizza at 4 in the morning in our hotel room and it's a wild night.

Annie: It was a great night though. In the snow.

Jen: TMI. TMI.

Annie: Hey we can hangs from time to time.

Jen: Yes we can live it up.

Lauren: So circling back to the present you and future you, too. The thing is you make plans for "future you" but you are never "future you". You are always "present you". Which, when I first heard that blew my mind.

Jen: It is so that's where the internal conflict comes in.

Annie: I feel like we're in the Twilight Zone. Do-do-do-do-do-do...

Jen: In not wanting to be impulsive but what Melissa says is, and what a lot of Balance365ers are starting to adopt is if you can just grasp a bit of mindfulness and just take a minute and think like, "What would future me want? What would future me thank me for right now?" Not every decision is a big decision, like if I impulsively have a chocolate bar in an afternoon, "future me" probably may not care. But my "Future me" probably doesn't want me to have six chocolate bars because in an hour I'm going to feel horrible and future me is going to be like "Why did you do that?" Kind of thing.

Lauren: It's about what you do most of the time.

Jen: So if you're having trouble with impulse control and you don't tolerate frustration very well you could also see a therapist as we keep talking about through these podcasts. Always an option.

Annie: And we're saying that because we recognize that as much as we can help women, a lot of this is out of our scope of practice and we like to think that we are an ethically and morally sound company and we are not operating out of the scope of our practice so we can draw attention to these issues and then point you in the right direction to get the help you need. Okay, the last one. Wrapping it up here. Jen, you want to wrap it up for us. The last point.

Jen: So this one's really important and a lot of people are going to relate to it. So you will struggle with consistency in long term health and wellness goals if you are self-critical about eating food, fitness, weight, and appearance. So, simply put, we become our thoughts.

And if you are constantly criticizing yourself and flooded with thoughts of self-loathing and shaming yourself, you will really struggle with approaching your health and wellness from a place of self-care. So if you're constantly telling yourself that you're a failure and you're never going to make it, you're never going to do it, then you probably won't.

Lauren: Right, because thoughts trigger our feelings and feelings trigger our actions.

Jen: Exactly.

Annie: But the flip side is, it can be really encouraging.

Lauren: Because you could change your thoughts to change your actions.

Annie: Absolutely. You have the power.

Jen: So one of the first things, so when a woman in Balance365 comes to us with a problem, I sort of can sense if she's too much in the problem and I will try to get her to zoom out or we'll zoom out a little bit, so I'll say, "First thing, do you believe you can overcome this problem?" It's first cultivating that belief. Or, "Do you believe you can achieve this goal?"

So, and that's why setting realistic goals is so important. So in Balance365, we tell women when they're goal setting, so when they go into each chapter of Balance365 and they're working on a new habit or a new strategy, they need to set a goal that they are 90% certain they can achieve. And that helps with the mindset around it.

And once you believe that you can achieve something then you are more like to achieve it. So if I took my son out front of our house and I set up a basketball net that was, I don't know, what's the standard, Annie, you're the basketball expert?

Annie: Ten feet?

Jen: Ten feet? I was going to say 9.

Annie: 9? 9-10? Yeah.

Jen: So if I told my 4 year old son to start getting baskets, he probably wouldn't even try. He might try once or twice, realize he's never going to get it, and then he wouldn't want to try anymore. And if that was the standard that I just kept setting for him over and over and over and over, the vast majority of people would get really discouraged. But if you get a net that is maybe 4 feet high and that's kind of where you start. Right?

So if you compare it to how you would approach any new skill with your children, you can kind of realistically understand you usually crawl before you walk and you walk before you run and a lot of times we feel like failures and are telling ourselves we're failures because our goals are way too out there in the first place. They were never achievable in the first place.

Annie: And I think something that's really common in the diet and fitness industry is to use that shame as motivation to drive us forward and that can be very discouraging as you said, it can be really disparaging and just feel really yucky vs having a goal that like, "Yeah, that's challenging, but I can do it." Or, "It's hard, and I can do it." It can be really motivating.

Jen: It's the difference of putting yourself into a downward spiral and putting yourself into an upward spiral. Right?

Lauren: Right.

Jen: So I guess it's like people listening to this need to understand that maybe being critical of themselves has helped them in the past with short term motivation, I guess, but actually, what professionals see and research is showing is if that is your strategy you will struggle. We know that people who take that approach or have those personality traits aren't getting to where they need to be. So it is about if you want to get going, you do need to start cultivating more positive thoughts and positive self-talk. And I know we say this a million times but it is very, very, very important that change comes from a place of self-care.

Annie: Absolutely. And that's I think that's the advice that we would give to friends and family that we love in our lives too. We hopefully aren't beating them up with all the ways that they're failing and all their shortcomings, what they're not doing, what's not going, you know, if you want to encourage someone, or if I want to

encourage my child, I'm out there saying, "Yeah, you can do it! You've done this before. Let's try this now! Let's get a bit further as we throw the ball." It's like gradual baby steps.

Jen: Micro goals. Building confidence as you go. It's as much about the mindset that you believe you can do as if you can physically do it.

Lauren: Right.

Annie: Absolutely. Alright. This was great.

Lauren: We did it.

Jen: Yeah!

Annie: We covered so many good personality traits and I think I can speak for all of us when we heard and saw ourselves in multiple elements of these. So if you did too, you're not alone.

Jen: Should we recap all eleven?

Annie: Yes, go for it. Hit it up.

Jen: 1 - All or nothing thinking - gotta ditch it. 2- Perfectionists. 3- People with a deficit mindset. 4 - People who are help avoidant. 5 - People who are externally rather than internally motivated. 6 - People pleasers or approval seekers. 7- Victim mindset. 8 - People who avoid emotional discomfort. 9 - People who struggle with impulsivity. 10 - People who are self-critical about eating food, fitness, weight and appearance. And 11. Is that just 10 that we did?

Annie: You laughed at me when I said 10.

Jen: The whole time.

Annie: 10 or 11 and you guys like gave me an eye roll, like, "Get with the program, Annie." And I was like, "The problem is-

Jen: 10. And you say, "No it's 11."

Annie: People can't see it but you did letters. So your points were A-B-C-D and then I cannot translate that to numbers quickly in my head.

Jen: Oh, I should have made it numbers. Look at us. Hot mess express.

Lauren: I was just listening to Jen.

Jen: Choo choo.

Lauren: It's 11.

Annie: I know what I'm talking about.

Jen: We'll change everything. Re-record.

Annie: Re-record. Delete. Re-record.

Jen: I would say, "Here's number 11, here's number 11 that is very important and people need to understand, is that it was our disclosure at the start is that there are very serious personality disorders and mood disorders that can affect your ability to stay consistent and not overeat and people need to seek, this isn't just a mindset thing that you work through, it's mental issues that you need to address and are the underlying issue of-

Annie: Jen, can you share the name of the book and author one more time?

Jen: [Helping Patients Outsmart Overeating](#): Psychological Strategies for Doctors and Health Care Providers by Karen Koenig and Paige O'Mahoney.

Annie: And Balance 365 coaches. Yeah, this was great. This was really eye-opening and I think it feels good to know that if you were struggling with some of the elements that we talked about in either one of the episodes that it's likely not just you, a lot of people struggle with those same things and that you have the power to take some steps to move through them or past them.

Jen: Right.

Lauren: Yep.

Annie: Yeah, which, as we just talked about, ending on a hopeful note, staying positive, and having goals that are achievable is key.

Jen: Yes.

Annie: Awesome. Okay. Thank you ladies.

Lauren: Thanks.

Jen: Thanks, Annie.

Annie: We'll talk soon.

Jen: Bye guys.

Lauren: Bye.