

# Balance365 Episode 43 Transcript

Annie: Hey everyone, thanks for joining us for another episode. We are launching a new mini series inside of Balance365 Life Radio called Member Spotlights. This allows us to introduce you to Balance365 community members who are just killing it inside the program in hopes that you can take their wisdom and stories and learn from them. They are busy women and moms just like you who are changing their habits, their mindsets and reaching their goals. Today you're going to meet one Balance365 member who, as a self-proclaimed thrifter wasn't convinced she was worth the investment but after half-heartedly trying multiple diet she decided to dive all in to Balance365.

Sarah is a very busy mom and a seasoned member of our community who will be the first to tell you she felt like she wasn't doing enough or sacrificing enough to reach her goals but after a surprising jean shopping experience and carefree vacation she realized the small changes she's made in the program have had a big, big impact. I can't wait for you to hear more about Sarah's experience. Enjoy!

Sarah, welcome to Balance365 Life Radio, how are you?

Sarah: I'm good, thank you.

Annie: Thank you for joining us. Tell everyone, if you don't mind, where you're at right now.

Sarah: I'm in the far west suburbs of Chicago.

Annie: And where you are recording this? Do you mind sharing that?

Sarah: I'm in the slide library at work.

Annie: Bless your heart. She's like, "I need just a little quiet space away from work" so she's taking a break out of her work day to join us which I really, really appreciate because she has two really big wins, I mean, I'm sure you've had more big ones but two really big wins that I want to talk about today and I want to share with our listeners that I think are just amazing, but can you tell us how you found Healthy Habits Happy Moms or how you came to join Balance365?

Sarah: Yeah, I think I started with Mama Lion Strong post that went viral.

Annie: Yes.

Sarah: I saw that and there was a link to the HHM - did I say that right? .Healthy Habits Happy Moms group. And I started in there and I loved it, right, I loved the message and I think I was just in a good place in my life where I needed to be hearing women talking about taking care of themselves and habits and so I remember the first time Balance365 came up and I definitely thought that was for other people and then, I think it was maybe the second time you guys opened it up and I thought, "Yeah, I think, like I'm here now, right, I'm ready for something else" and I joined and then my sister-in-law joined. We hadn't really talked about it and then we sort of shared like, "Oh my gosh, it's you! Now you're going to be in there too" sort of moment. So I've been a B365er for a really long time.

Annie: You have been. You've been around for a while, you're a seasoned veteran. OK I want to circle back to you thought it was for other people, what do you mean? Who did you think it was for?

Sarah: I don't know. You know, OK, so if I'm being totally honest and this is completely honest. I've tried like tons of diets but I've never actually bought any of them so I've always been like a grifter, you know, like my sister bought this program that was like "Don't eat any salt or sugar and then you'll lose a 1000000 pounds" and so she like bought this program and I was like, "Oh hey, let me see that" and then I was doing that program but I never bought it for myself, right, I just sort of like, I half-assed it, right, "Oh, you kind of don't do this, cool, I can do that" and then I had like a girlfriend who joined Weight Watchers and I would like sometimes write like, "What are you eating? How many points is that?" Like, I don't know, I was going to keep a backlog of like, I was going to like get into Weight Watchers that way, so when I saw B365 it was like, "Oh, I don't know," I mean, like, I don't really ever sort of really invest in myself and so probably it was good that I never fully invested in any of those other things but this one, just, like, I think the message was finally clicking that if I'm really going to be serious about good habits and overall health I'm going to actually have to put in the investment and so I did and I'm really glad that I finally bought something.

Annie: Are you are you thrifty like that in all other areas of your life or is it just you?

Sarah: No, I'm thrifty like that on everything. I had, like-

Annie: That cracks me up.

Sarah: a thrift-shopping Grandma and I thought it was the best life ever so I do that with a lot things, yeah.

Annie: So this wasn't in the outline so I'm going to throw you a curveball here, Balance365, you know, it is an investment, it is, you know, quite it's a year-long self paced program and you know, we offer some payment plans from time to time and we do offer the program on sale but if you're not used to paying for anything and then you buy Balance365 that's quite the jump. So how did you finally get to be like, "OK, this is worth it" like, do you remember what you were thinking?

Sarah: Yeah, I mean, I think it was some parts like desperation, like something has to give here or something has to change and then also, but really that message that I think sometimes the Healthy Habits mom group is rough to be in, you know, to be in those conversations, it can bring up some things, right, but the overall message of "You're sort of worth it to work on" is not a message I grew up with.

I grew up in a house where you gave of yourself but you didn't really do a lot for yourself in return and that that message felt like kind of revolutionary for me, right, that you're supposed to, if ever you were going to invest in something, investing in yourself is the right place to put that financial investment and that time investment, right, it wasn't just money, it was like, "No, you really have to put the time and the money and your focus and your attention" and I think too I was a mom with a beginning toddler and I was sort of pulling my hair out, having sort of lost myself a little bit so this was an opportunity to sort of get "me" back but maybe get like a better version of me back than what I've been working with before.

Annie: Sure that's so well said, I think a lot of women feel like they get lost in motherhood, like, and it's, like, sometimes you feel like you're just clawing yourself out of that grave, like, "Who am I?", like, "Who am I outside of as a mother? Who am I as a mother? Like, how does motherhood, like, play into my identity and can I still be just a woman? Am I still worthy of being taken care of, just even if I'm not a mom?" Like, yes to all of those things but getting there.

Sarah: I am a mom who works outside the home full time and I had to figure out that and momming and wifing and all of those things were really not getting the best version of me in any way, so this, you know, and Healthy Habits Happy Mom's group was sort of telling me "Well, of course you cannot lose weight in that environment, well, of course you can't be your best self in that environment" and I don't know why someone needed to say that out loud to me but they did, right, multiple times and then once I was in the B365 group there was some structure to it, right, it was like some some attainable things, even the ones that didn't seem so attainable that I feel like it's taken me years to sort of get around to.

There was a path. There was like a way forward and so I think just knowing there was a way forward helped me to not get totally lost to never fully give up, even though there were definitely times when I sort of backed away and didn't check into the Facebook group as often but there was never a time when I was like, "Well, I guess this didn't work" and washed my hands of it. There were times I could be more invested and times when I couldn't be and I would come back in and there would be new faces and friendly faces being like "Yeah, we remember, you come on back, try a habit, you, know?"

Annie: Yes, welcome back, yeah, so what were your goals when you joined Balance365? Are they still your goals? What were you hoping to get from the program?

Sarah: Yeah, I mean, I think I came in, I mean, if I'm being honest I absolutely wanted to lose weight. But I know, like, I knew I was in a rough spot, I think, when I started and then so life events occurred and I was in a more rough spot as I was going and so I think B365 really helped me to sort of name the things that I needed that maybe I couldn't have really put words to before that I needed. As it turns out, I needed to sleep and that I really needed to let that be OK that I didn't need to stay up all night trying to keep up on chores that I was never going to keep up on and so I knew I needed those things, I knew something was wrong, but I couldn't put words on it and then I read through the material and I was like, "Oh I need to sleep, yeah, OK, that makes a lot of sense, actually."

Self care as being more than pedicures and it's not that I didn't know some of those things, it's that I never put all of those things together at one time, so it was always like, trying one thing here, trying one thing there and then like, "Oh, that didn't work, so that's not the answer," right and so putting it together I think was

really helpful and now I can say, you know, I want to be able to keep up with a really rambunctious 5 year old and I want to not lose myself in motherhood and I want to be my best healthy self, so I want to keep up on my own my own health, even simple things like going to the doctor every year and then I also joined the No-Fuss Fat Loss Group and so that's really helped me and I'm actually really proud that I didn't join that group to lose weight, I joined the group to figure out the nutrition piece that I had just not been able to put together and that's been, I'd doing a lot of really great things and that nutrition piece has really been the final kicker that helped me to see the weight loss that I started with and then sort of, you know, have figured out little pieces here and there and now I feel like at least have some stuff put together to make that a more sustainable thing.

Annie: Yeah, I want to circle back first of all to sleep, because we had Danica on our podcast a while ago and she said the same thing, which I think so many women are just skipping that, like, step, like, sleep is important and sleep for so many of us is what we call a cornerstone habit or a snowball habit that when you're sleeping, then all of a sudden your cravings are different, you have more energy to do work efficiently, you might have more energy to exercise, you're not feeling so crabby and cranky and therefore your self talk is better. It just starts to, like, effect, it's like a domino effect that ripples out into the rest of your life but like no fitness professionals are harping, I would say few fitness professionals are saying, "You need to sleep" and you know, sleep doesn't exactly sell programs.

It doesn't build a business but it's so important and that's why it's one of, that's why we cover it so deeply in our material, it's like that is a great place to start, it might not be sexy, it might not be exciting but focusing on just more sleep can be life changing for so many women and especially new moms and mothers in general but so, OK, so let's talk about this win, when you actually shared this inside No-Fuss Fat Loss which is something new that we just we just launched it's currently offered to our Balance 365 members and it's small group coaching for participants who are really looking for fat loss results and so we do dive in a little bit deeper into the nutrition habits, we talk a little bit more about tracking, tools to track, how to use them, when to use them, should you use them, everything from taking photos body measurements, body composition, macros, calories, logging, all of the things and it's kind of like we just, like, offer you a buffet of tools and resources and then you say "Sarah, which would you like to use?"

And then, of course, we have coaches inside those groups that help you make those choices, like which tools are going to suit me the best and help me feel supported and you know, hopefully not stressed or shamed in using those but so this is what Sarah wrote in No-Fuss Fat Loss just pretty recently you wrote, "So funny revelation story from me, my jeans have been falling down lately. I made up a lot of excuses for why this might be happening, maybe they were too old and lost their stretch, maybe they were washed too many times, maybe my stomach had grown and was pushing the top down so I went to replace them and tried on an 18. I've been this size since my son was born, 5 years. I thought the new pair my at my usual size would be just right. Nope, too big. I had to go down the size.

Of all the things I'd considered, an actual change in my body size never dawned on me. I don't feel like I'm sacrificing enough and not getting to the gym at all, not balancing my plate enough. All I am doing is veggies at lunch and dinner. That's not giving myself enough credit. I am eyeballing portion sizes better, adding veggies means less other things and focus on always having protein. Honestly, I've been a Balance365er forever and I talk the talk. I don't think I realized how much doubt there still was. I could do this with balance and do more than just maintain my weight. That is amazing."

I love that story. So tell me about what happened when you went jean shopping. What were you thinking? I mean, obviously we know you're thinking, like, I just need new jeans, right? But then you discover something different?

Sarah: Yes, so I'm super thrifty so I should clarify that I am not shopping at like a normal store it was at Meijer, which in the Midwest a sort of like a not as fancy target. You know, I was a grocery shopping and I was like, right, my pants keep falling down. So I'm going to go to the jean section, you know, by the frozen vegetables and so I grab the jeans that I've always been wearing because I'm such a creature of habit and I just really, like, I convinced myself that it just was impossible that my pants were falling down for any other reason and they were like really loose, like I could grab it, I mean it was ridiculous.

So I tried them on and it was like, "Oh no way, these are just as loose" and I absolutely feel like one of those cartoon moments where you like do the double check and there's like animated clown behind you. And so, I, you know, I had to go get the other side and so I had to like take my cart back over and get the other size and try them on in and they fit and I was like "Wow, I think I might have lost

some weight" and it's like, that's how long it took to honestly say like, "Oh yeah, maybe this is all sort of coming together towards the fat loss goal" and it just then I started sort of thinking like, "Why am I so surprised? I've been doing a lot of these habits. I have a lot of them under my belt at this point. My cinched up belt."

I think I just I realized in my head no matter how much work I've done, the only ways I've ever lost weight before were to sacrifice everything, to go to crazy extremes to get there and I'm not doing that and so maybe in some ways I just wasn't focused on the fat loss I was just really focused on the habits, which sort of feels like a win, but maybe I hadn't really given myself enough credit for, like, how hard I've been working and how many things I have together that this is a change and it's not a radical change, you know, no one notices that my pants are smaller. That's a good thing.

I can just sort of slowly keep the pace and that feels sustainable in a way that my previous attempts firmly, wildly disordered attempts to lose weight, it just that all felt like a lot of sacrifice and I think this is the first time I think I've ever lost weight without that kind of disordered eating, disordered way of thinking, sort of losing weight because I really cared about myself enough to lose weight, instead of losing weight because I hated myself enough to try to do it streams.

Annie: You guys, I did not coach Sarah on any of this before she came on, like these are her words. Like, this is just amazing, like this is honestly our hope for women because you're right, so many, myself included, the only way I've been able to lose weight in the past is like white knuckling it and I can do it for a while but eventually you "fall off the wagon" because you can't sustain it and then that weight comes right back on and it's like, there has to be another alternative and I just love that you flat out say like, "I felt like I wasn't doing enough, yet here I was still getting results," like you're still experiencing change.

Sarah: I learned, I'm learning through the process of tracking that there are some things I can track and just have good information and there are some things that I start tracking and I immediately fall back into old habits of obsessively tracking and and so I don't know that I've ever given myself permission to track some things and not others.

It always seemed like an all or nothing sort of reality and so I was doing it, my coach was telling me "You can do this" and I believed her but I hadn't seen this kind of result and I like that it's not even like an overly dramatic result either, it's

just, as it turns out, when you visualize your plate really intentionally, you can in fact sort of reshape what you're eating and I have to do it that way, because some tracking causes too many problems for me, habits of not eating when I was younger and so I'm really just making sure that, like, half my plate has vegetables on it and that in terms of reshapes the rest of the plate so that I'm still full and I am learning some of the tricks about, like, a handful of a carb or that sort of thing but I eat a lot of mixed together foods, it doesn't always work and still I am able to sort of visualize and go from there and I'm sure that means sometimes my plate's not so balanced and sometimes it's really balanced and that seems to be enough to sort of keep the progress going.

Annie: Yeah and I was just talking with my husband just a few days ago and I was kind of ragging on myself for not getting something just right and he said "Well, sometimes finding balance is also experiencing what's too much" and it's like, "Oh yeah, like, this is just information, like this is just, like, sometimes you do have a really balanced plate, sometimes you don't and then it's like those two kind of just like meet in the middle and it's like, you know, sometimes that is balance, like sometimes it's perfect, sometimes it's not, like the whole picture of that equals out to balance, but if you like narrow in on just one meal, you can certainly say "That's not a balanced plate" but over the grand scheme of things in the big picture, it's like "OK consistently across the board my plate is balanced and there are some outliers here and there, but that's really just an opportunity to kind of like get some information and some data, like, OK, this didn't work. This did. I ate too much. I ate too little. This was too much veggies, this is too much protein, I didn't like how I felt after this or this felt great" and then you take all of that and you, like, put it together.

Sarah: Yeah last night I just posted in my small group about having spaghetti for dinner for the first time since I started the group and it was honestly, like, I think I'd been afraid of that meal because I didn't know how to balance it and so last night I had a headache, it was like that perfect mom storm, right, like husband's not going to be home for a while, 5 year old's out of control and so I was like spaghetti, I know it's in there, I will just make that and so I made a salad and I made meatballs and I made sure that when I put my bowl together that it had you know it wasn't like the hugest helping I could come up with it and it just sort of worked and it wasn't so out of balance but it wasn't great and I probably overdid it a little bit in my portion size but I also recognize that, like, well, that's because I restricted this for months, of course that's how it's going to be, maybe we just

won't restrict this for so long and then I'll be able to sort of control that portion size a little better to feel better when I'm done the meal.

So it was just and those sort of things aren't feeling like, at this point, I don't feel like those are hard to do. Those are starting to feel like second nature decisions and that feels really good to feel like I'm not just going through the motions, which I definitely have felt in the past, but instead like well, yeah, I'm just sort of intuitively starting to do these things, because I've been practicing really hard at doing these.

Annie: Yeah and that's exactly what it is, it's a practice, like you don't necessarily nail it on the first time or even the 100th time, like you just slowly get better at it over time and then one day you wake up and it's like "Oh look, it's automatic now" and the process hopefully feels effortless at that point, you know, that you're not, like, spending all of your precious time and motivation and energy because you work and you're a mom and you're a wife and you're friend and among many other things that, like, you don't have the time and the energy and the effort to expend towards managing your nutrition and your exercise all the time, that's just exhausting, like that's not how I want to spend my time.

Sarah: And I think tracking, because I get a little obsessive with tracking, that it becomes that, where it's actually a distraction from other things so the visualizing skills have been really helpful but I think it took me so long to get to them because I just doubted that that was going to work. I doubted that I could really lose weight just looking at a plate, you know, and I think I had to just sort of at some point I think being in the small group was helpful. I paid to do this. I want to invest of my time and I'm investing my money and I going to try this and then it worked. Go figure.

Annie: Yes. I know it sounds so simple but like, it's almost too good to be true, but it is, it is true which is why we're having women like you on to prove that, like, yeah, like this does work and you can do it. OK, let's jump into your second one because this is less about weight loss and fat loss and you know, whatever, you know, we totally support body autonomy and whatever goals women bring to the program is whatever goals they bring to the program, we're not here telling you what to do with your body.

So I want to share, you know, kind of a non-scale victory but you shared that you were on vacation and you're having an amazing time, "I'm quickly realizing which

habits are truly habits and it's more than I thought. Vegetables are a bit scarce but I'm doing my best. I'm killing protein at breakfast. I had the most amazing coconut pie last night. The 3 bites I had were glorious and then I was full so I put it in the fridge for later. Movement is easy because I need to see all the things and my mental headspace has been good. Vacation without shame." I, like, this is huge.

So for those that aren't maybe familiar with the phrase "non-scale victories" we like to focus in our communities, all of our communities, whether it's the free community or Balance365 or No Fuss Fat Loss that you can have wins off the scale, because so often we get focused on the scale as the end result and the only thing that matters and you and I both know and members of our community know that you can have so many wins off the scale but we just don't, we don't pay attention to them.

And so intentionally looking for successes and wins, mindset shifts, habit shifts, improvements in performance, all of those things are equally as important, if not more important than what is happening on the scale and to go on vacation and have no shame or not to feel like it was just a free fall and you totally fell off the wagon or I don't know what was your experience with vacation before Balance365?

Sarah: Yeah, I mean I was definitely someone who would, like, get ready for a vacation by under eating like crazy to get ready to go to a beach. I'm actually from Southern California, so I think growing up in a coastal town you're supposed to always be beach ready and of course, I don't even know what that means any more but when I was young, I know what it meant and what I was striving towards.

And so this was, like, the prep was just I had to go buy a swimsuit so that I had more than one and I just went to look for a swimsuit that I could walk around the town, you know, in the little beachy coastal towns and feel sort of comfortable and then be on the beach and feel comfortable and so there was no like, "Oh, I hope I fit into the smaller size." There was nothing about that swimsuit that was in control of my vacation and I got some stuff I was comfortable in, you know, I have to keep up with a 5 year old on the beach so we don't need things moving and grooving on the beach.

So when we got there, I vacationed with my sister and her family which is really fantastic to be able to do and you know, we want to go see, we want to try all the best food spots and that means sometimes, like, overeating or trying something and I just I found out really quickly like, "Oh I can just add a side salad to this" because as it turns out I'm so used to the vegetable habit that not having it is actually what feel strange now or getting home and that coconut pie, I mean I still dream about that coconut pie it was so good. And it was really good for the 3 bites and I just sort of, like, it was an intuitive thing. I just knew a couple more bites this is not going to seem so good."

So I put it away. I'm pretty sure I had pie for breakfast the next morning but even that wasn't like, there was no scarcity for it. It was just "It'll still be in the mini fridge when I'm ready to get to it" and if I'm being honest, I think we threw some of it away because it was just like, it was great for what it was and then I was done and there was no, because I hadn't restricted anything prior, there was no, like, "Oh this is my moment to treat myself."

I'd been treating myself for months before and so it just it was special because it was vacation and it was with my family but it wasn't special because it was, I hadn't put all that value on the food or the swimsuit, I was just enjoying my time in a way that I have not been so free to enjoy my time or really realizing like, "Wow I put so much value on the treat part of vacation that maybe I missed the reason we went on vacation in the first place which was to go build these great family memories together."

Annie: That's amazing. First of all, coconut is my favorite, so coconut cream pie sounds amazing but I think that, I know that there are going to be people listening that are like "Oh, please, Sarah, 3 bites and you were full?" like and Jen's talked about that before about how when people would go to Dairy Queen and just order a smaller mini, like, "Really, like that's all you're going to eat?" and now I think you and I it sounds like I'm the same way, it sounds like you're the same way, that when you take the restriction off of food you don't need to eat, you don't feel obligated or compelled to eat so high volume of it until, like, you're sick because it's kind of like, I can get this any time, like and if you really wanted to you could go home and probably find a coconut cream pie and it's like, "I'm just going to enjoy this in the moment and then still listen to my body" because I think everyone's been there.

We have a podcast coming out that should be released by the time this airs about overeating. You and I know, like, I've been in the boat where you eat too much coconut cream pie, like, some coconut cream pie, yummy, too much coconut cream pie, like, yucky. Eventually you just don't feel good, regardless of how good it tastes.

Sarah: I think that's one of the things that helps with just the B365 was that not only my internal voice changed but also the way I was thinking about other people changed, so I've definitely been that girl who was out with other people and was the heaviest or the fattest girl people at that table and so I would have just taken 3 bites because didn't I owe it to society to be dieting, like didn't I need to be trying to actively lose weight, like it was like the social game I was playing, and so when other women who were fat would make the choice to eat their whole dessert, I know how I thought about them, right, like how dare they enjoy a full dessert in front of me, you're supposed to be losing weight, that's the deal.

And I don't think about myself that way and I don't think about other people that way. So when I just had three bites of coconut pie, it's because I did whatever the hell I wanted because I'm a grown ass woman who eats three bites of pie when that's what I want and had I wanted more I would have. Before that pie I ate really great fish because we were in South Carolina and so why not? And it was really really good and I enjoyed it exactly how much of that I wanted and so when I got home I just wasn't really that hungry but coconut pie is really good, I don't know, I just did what I wanted but I know I sat in that restaurant and I didn't think about what anyone else was eating or what they needed to do or how they needed to behave and I wasn't thinking that about myself either and that, some of that came from just being in the community of B365 women and having women say "I'm so worried about this" and telling them like "Why are you worried about that? Eat what you want" and then realizing, "Well, gosh, that's not really the way I behave when I'm not in this group, right, and I'm having these negative thoughts about other people which is really just a show of, like, where my head's at and how I'm thinking about myself" and all of that shifting sort of had to happen so that even three bites of pie could be nothing more than just three bites of pie.

It's not a social show of losing weight and it wasn't to, you know, teach the other people I was on vacation with a lesson and it was just cause that's what I wanted and I don't know when that shift happened but it's a recognizable shift.

Annie: I, like, that just gives me chills because that I've experienced that myself and that just feels like such a place of freedom and peace and it's like "I'm just working over here on me, you do you and you worry about you and I'll worry about me and like we can all just like eat our coconut cream pie or not but, like, we could just all do our own thing and like, we don't have to watch each other" and that's such a great place to be in. I love that

Sarah: I didn't want to be that way, you know, I didn't want to be so judgmental of other people and so working on that was a big win.

Annie: Yeah, like you said, it is often a reflection of how we feel about ourselves, you know the judgments and the habits and behaviors that we critique in other people is often a reflection of how we feel about those same behaviors in ourself and it has very little to do with that other person so to turn that reflection inward is amazing that you did that. So big snaps to you, woman.

OK, so I think you already shared a ton of ways that your life is better or different since joining Balance365, is there any anything else you want to add? Any ways that it's improved or impacted your life?

Sarah: Yeah, I think maybe just quickly two things. One is that I didn't realize how much habit building would support other wellness efforts, so like mental wellness and working through really tough challenges in life. I know in the B365 community we call it like the red zone. And you know, that's not terminology I usually use but I do recognize the ways that just habit building in general has helped me habit build for other things that I'm trying to do and then also some skills that I've been using with my family, so when my husband's trying to work on something, I find myself a lot saying "What's your habit? Let's break that down" and he rolls his eyes but then he does it and then also just with my kid just thinking I just listened to the candy podcast for the kids and realizing, like, "Yeah, I'm doing some of those."

I have a kid who is able to sort of moderate his own food and it's because I've been really thoughtful of that, I've learned that in B365 so I've been trying that with him and that feels good to know that I'm, like, it's sort of supporting some family things that I hadn't anticipated when I signed up.

Annie: Yeah, so you are Balance365ing your whole family is what I hear. I love it and you're totally right because I think, you know, as you may have experienced,

I know I experience, what we see our parents do and behave and you know, even if it's not in regards to food or fitness necessarily impacts what we do as adults still so often. I mean, we work with women in their thirties, forties, fifties, sixties, they're still battling some of the ideals and the behaviors that they were raised with and so it absolutely does impact our families and if you have an opportunity to address what you are doing and have it just kind of ripple out into your family, that's a really good feeling.

So and essentially, in some terms, you invested in yourself, which was hard for you to do in the beginning, has really been an investment in your family, so the thrifter in you should be happy that you got more bang for your buck.

Sarah: I need the receipt to say that.

Annie: Yes. Do you want like a "You saved X amount of dollars" on the bottom of the receipt?

Sarah: A bumper sticker.

Annie: Do you have a bumper sticker?

Sarah: No but I think if I had a bumper sticker that said "Look at all the money I saved on B365" my car might have a bumper sticker.

Annie: I, you know, I could probably use a little bit more of you in my life because I'm like "I forgot that coupon at home, it's fine." Which is probably making you cringe right now but we digress. Anyways, OK, so I want to wrap up with one final question, if there was a woman listening or if you had a girlfriend that was thinking about joining the program and they were on the fence or they were a little bit unsure, what would you say to them?

Sarah: You know, I think reminding them that this is going to be challenging and that this isn't a quick fix is probably where I would start because I know how often I was looking for the quick fix so really being honest about, you know, this isn't a year process on its own, that's just to get you going to start things. But I also think that idea that you're worth spending some money and some time, I can't shout that message loud enough to other people. I grew up in a house where my mom did not herself first and that had major consequences and I want more women along with me, friends and loved ones to sort of say "I'm worth it" and this is going to be the kind of change that's more than just body type and that they

need that and I want them to have that and I want them to be in there with me and I'll like all their posts or something.

Annie: You'll clap for them.

Sarah: Yes. Snaps for everyone.

Annie: Yeah, oh, Sarah, you were just full of gold today. I am so happy you've had such a wonderful experience and I have no doubt in my mind that some of the experiences you shared today are going to definitely resonate with other women and again, that ripple effect, like, it's not just in your home, it's affecting women in our lives across the globe and when I think of it that way, I feel like it's really important work, like, even just as a member of the community, like it's important work that we're doing here so thank you so much for your time. Thank you, Sarah. I will talk with you soon, OK?

Sarah: Alright, bye.