

Balance365 Episode 219 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

Hey everyone, even though we say once a Balance365er, always a Balance365er, we thought it would be great to follow up with someone who has graduated from our coaching program. Today we are talking to a former Balance365 coaching member, Kara. Kara joined Balance365 in May of 2020. And she left at the end of 2021. Not only will we cover why she joined and what she achieved while working with us, we also want to hear about what happened after she left. Let's call this episode after the after. Was what Kara learned with us sustainable, or is she rebounding like she just came off a diet? How does she feel about moving forward on her own? And she even gives us her insider tips when placing orders at Starbucks. I hope you enjoy this episode.

ANNIE

Kara, how are you feeling about being on today's podcast?

KARA

I'm excited. I'm also a little bit nervous. But as we say, in our family, if you're not nervous, that's when you need to be worried because then it means you either feel like you're overqualified or you're apathetic. So, and I'm definitely not apathetic about this. So...

ANNIE

Well, we were discussing before we hit record about your vaguebook, as you put it, post. So I appreciate you embracing the nerves to join us on this podcast episode. I cannot wait to ask you a bunch of questions. But before we get into all the juicy stuff like your Starbucks secrets, which are coming up, tell us a little bit about yourself.

KARA

Okay, so I am a perimenopausal military spouse. I have two adult kids who live at home. We just spent the last seven years living in the United States. I lived a year in Kansas, and then six years just outside of Washington, DC. My husband has been in the military for over 20 years. So we've kind of moved all over. We're Canadian. We just moved back to Canada this past summer. So we went through an international move, which was fun, fun times in the middle of

COVID. And I don't know, I'm a barista, and I have found my life's calling. And I actually can thank you guys for it too. But we'll get into that later.

ANNIE

I love it. Like, how did you even find Balance365? Do you remember?

KARA

I do. I remember so well. James Fell. Our friend James Fell.

JEN CAMPBELL

Oh, yes.

KARA

So he, every so often, he puts up long rambling posts with a little call to action at the bottom. And I was feeling really frustrated. We had my family had been diagnosed with COVID in the early, early days, like literally as the world was locking down in March of 2020. And so I was going through a lot of mental struggles during that time. And I had been in my probably 15th iteration of the alliterative health - quotes, health, and wellness company, you know, that Oprah has shares in, and I'm feeling a little bit frustrated and whatnot. And I trust James, I trust the things that he says. I know that a lot of his stuff is backed by science, when he was a fitness writer and whatnot. And so when he mentioned you guys and then tagged you, and then you guys both posted, commented, in the posts that I was like, "Okay, these are real people who seem real. I'm gonna follow this link and see where it goes." And I joined then, and then coaching wasn't open at the time. And then I joined coaching as soon as it opened up in July of 2020. Yeah, so that's how I found you. Thanks, James. [Laughs]

ANNIE

Yeah, no kidding. Thanks, James. He's such good stuff. Okay. So, you mentioned that you had been dieting.

KARA

Uh-huh.

ANNIE

Was that like a thing that you did growing up? Like, you have a pretty extensive dating history, or not so much?

KARA

I pretty much thought that it was a rite of passage for womanhood. You know? I had grown up -

JEN

It's just what we do.

KARA

Right? That's what all women do. We all diet at some point, because none of us like the way we look compared to what society expects of us, yadda, yadda. And I had grown up seeing my mother go through cycles of dieting, and not dieting and whatnot. And personally, I was tired of the sine wave of ups and downs, because there's always that little spot in the middle of the pendulum swing, where you're feeling good about yourself, and you're doing all the right things, and you're eating all the right things, and you're exercising all the right ways. But then sometimes you can take it too far. And you're like, "Oh, I'm not enjoying this life. Because I'm not eating the things that I want to eat." Like, I want to be able to have that piece of cake at my son's birthday party. I want to be able to enjoy the hot dog when the kids have hot dogs, and not sit off in the corner, and thinking about how much I want that, but not be able to have it. And then the other end of the pendulum, just eating all the things and then feeling gross. And blech afterwards. So I was just tired of all that. And I knew that I needed to find some sort of way that I could, quote, flatten the curve, and steady things out a lot better. And that's what Balance365 did for me.

JEN

So I think what I'm hearing here is like, the diets you had done previous, like it was causing some tension for you.

KARA

Absolutely.

JEN

And you had, you were I guess, you were evolving in what you were looking for, like you need to something sustainable.

KARA

Yes, because I would go from, I lived a fairly sedentary lifestyle, though, I would deny that it was sedentary, like denial was a wonderful place for me. [Laughs] You know, I would go through fits and spurts. I was a runner for a while where I trained for half marathons, and then an injury would come up. And then I no longer ran. And I didn't do anything, I didn't even go for walks. And then I would go through these times where I was on the various dieting, food things and when I realized, like I had a weird kind of aha moment, at the beginning of COVID, when I realized I didn't want to write down everything I put in my mouth for the rest of my life. I didn't want to have to feel as if I could earn the fun treats. Like if I wanted a croissant one day or, in our family, we like to have pastries for breakfast with our coffee Saturday mornings, that's just our little family tradition. But for the longest time, I had felt that I had to, if I had the pastries, then I had to go out and run five or 10 kilometers afterwards. And that didn't feel fun either. It also didn't feel healthy. It gave me a really weird obsession around food and around movement. That, it just wasn't - all-around unhealthy relationship with both food and movement.

JEN

It sounds like you know movement was like dieting for you. It was like you're all in or you're all out. You're doing something extreme, like trying to run a marathon or you're not doing anything.

KARA

Yeah, so it was almost like a binge and purge, but not a vomiting kind of purge. It was purging via exercise. And whatnot.

JEN

Yeah, which is, actually a lot of people don't know this. But if you go into eating disorder literature, overexercising after eating is considered a purging behavior.

KARA

Yeah. And my sister had struggled with bulimia when she was a teen and she's 14 years older than me. So it wasn't in my direct line of sight, but it was always in my periphery, and growing up, I had been, my parents had compared me to her in body shape and size a lot. So that was always a little nagging voice in my head, you know, "Oh, you don't want to, be careful, if you keep up like that you're going to look like your sister" and whatnot. And so then I also knew from her stories that she had suffered with the eating disorder and I knew that's not the route that I wanted to go. But so I, instead of, you know, using medications and finger down throat type of thing, I ended up going to exercise and told myself that that was -

JEN

That was okay.

KARA

That was different. It's okay. It's different. It's healthy.

JEN

Yeah, totally.

ANNIE

I know we've talked about this before, Kara. Do you remember our first coaching call?

KARA

You made me cry. [Laughs]

ANNIE

And it was about movement.

KARA

It was about movement.

ANNIE

You had some really strong beliefs about what movement meant and how it should be used. And, getting back to movement in a way that wasn't punishment, or rooted in shame was difficult

for you. But I think that's, I don't want to put words in your mouth. But pretty sure that's one of the shifts that you've experienced -

KARA
Definitely.

ANNIE
- in Balance365. You want to talk about that?

KARA
Well, I know, I really ended up embracing the all or something. I am a recovering perfectionist. So I know that I would do a lot of all or nothing thinking. If I couldn't go out for a walk that was at least five kilometers, then obviously, it didn't count, just up to the end of my street and back was not enough in my mind. And so through the coaching that, because you made me make a commitment that day, to just what was my minimum, what was a good, better best, and we set that and then you held me to it, and I had to come back and report back, which was good, because it gave me homework. I have evolved. So now I know that if just doing three push-ups on the footboard of my bed is all I can afford to do timewise or whatnot or physical wise, that day, then, okay. It's something. Because you know what, it's better than not doing how many pushups on the end of my bed, it's better than sitting in a chair all day, if that's, you know, just get up and move around is okay. I used to think that exercise had to be well, I have to put on fitness clothes. And then I have to go out for an hour-ish. And do whatever. Either pick things up and put them down or go for long walks. And then I would have to come home and have a shower. So therefore exercise was at least a three-hour commitment to myself.

JEN
So, and what I'm hearing here is you realizing what you can do is good enough. And your answer is the mindset shift of allowing what you can do in the changing seasons of your life to be good enough.

KARA
Yes. And I also realized that I am not the only one out there that does not enjoy traditional exercise. Hearing you, Jen, talk about how you're, you know, you have a natural aversion to it. I thought, "Oh, okay, so I'm not abnormal by being the only one out here who has, who struggles with doing these things."

JEN
There's nothing wrong with you. Hey, you know what I want to say here? I think that the majority of people have an aversion to like going out and doing structured exercise. I think individuals like Annie are actually in the minority, but they're just who we see exercising all the time. So it can feel like you should like exercise, like to be a good exerciser, you should like it type thing, when it's like, if all of us were just a little bit honest, I think the majority of people have some kind of aversion to exercise. And in addition to that, if you were, had any kind of brushes with diet culture, just the whole mindset behind it has been ruined for you. So that's just another layer to

it, where there's all kinds of ways we can move our bodies. And diet culture gives us very specific rules and ways and whys even, and allowing people to explore those things from an autonomous place can be helpful in removing those barriers as well. Right? So for me in my work, it's been, look, I'm still exercise-averse. But I'm way less averse than I used to be now that I center my own autonomy. And I know my why. And I don't judge myself for doing or not doing certain types of exercise.

KARA

Yes, exactly. In more recent days since I've started my work as a barista, I have found that days I'm at work are my movement dates. And I even, I think I went on a, I wasn't on a call necessarily, but I know I did look for coaching on this in the group chat at one point because I was struggling with the idea that in the work that I do, I do a lot of bending and twisting and lifting. I am the barista that, I am the partner that gets tagged a lot of the times with restocking the back of the bar so that all my other teammates can craft beverages and meet the customer's needs. And in doing that, I am all over the place. I am in the backroom, I am back out front, I'm running around, I'm putting orders away and whatnot. And so I'm getting a lot of movement and my fitness tracker that I happen to have on will notice that my heart rate is, I'm getting my heart rate up, like I get my heart rate up over 100 every now and then like, it's telling me that I'm doing a workout for the four or six hours that I'm at work. So what I was struggling with was, well, I come home from work. I'm physically exhausted, but exhilarated at the same time because I love it. But now on my days off, I just want to lay in bed or sit on the couch and watch TV and I don't necessarily want to be active and I was struggling with the idea that well, on my days off, I need to go for a walk, I need to do some, even if it's just light activity, because consistency. And I had to take a step back and take a look at, well if I'm working five out of seven days a week, that's still pretty effing consistent.

JEN

Right. [Laughs]

KARA

[Laughs]

ANNIE

I think you were actually, I could be wrong, but I think you actually even used, this term was one of your strategies to stay consistent with exercise, even when you didn't, like, necessarily love it, was to do it like right away. First thing in the morning. I think you even used the word like -

KARA

Eat the frog?

ANNIE

Eat the frog. Yes, that's what I was thinking. And I love that you, because you saw the value in the movement and being active, and you also honored, "I don't love this. I have enough self-awareness that if I don't get this done earlier in the day, it's not going to get done at all, like

how can I...How can I make this work for me in this circumstance?" And you were like, "I just got to get it done. Right away."

KARA

Yep, just get dressed and my shoes and get out the door.

JEN

But can you share with our listeners how that experience was different for you than previous exercise attempts? Like going for the runs, and all of that? Like, what changed behind each of those decisions? Because from the outside, it could look the same. Right? It could be like, "Oh, look at Kara prioritizing her run in the morning," versus, "Look at Kara prioritizing..." You know, the actions were similar. But what changed there for you with exercise?

KARA

I think a lot of it was just the mindset around it, it was really just looking at it as if I just set myself up for success and set up my, setting up the environment, as you guys talk about so often, you know, get up, get dressed, I can still have a lazy day on a Saturday. That doesn't mean I can't walk to the mailbox and back first, or walk up to the local coffee shop and grab a coffee and come back first. That's enough of an exercise. But to just go out, do it and then I could say, "Okay, I did something today."

JEN

Did your why change at all?

KARA

My why definitely changed. I went from, when I was heavy into diet culture, a lot of times I couldn't really truly find a why, but I would tell myself that my why is, I'm trying to outrun genetics. I have a long family history of heart disease and diabetes, and cancers and whatnot. So I just, I'm trying to outrun that. But I couldn't really. It didn't feel big in my heart. And it wasn't until I did the core values workshop a couple of times and really sat down and did the core values work and found my personal core values, that that's when all cogs clicked into place. And really, truly, it was a huge lightbulb moment for me, like that's just when suddenly I was out getting walks. And I didn't even realize that like I was getting antsy with my family if they were getting in the way of me getting out for a walk. If they would have requests of me to just do this one thing first, and I'd be like, Listen, I want to go get this work done. This is me taking time for me.

JEN

So I'm hearing some vision and values work helped you realize that these actions you were taking, they're not about weight loss, they are becoming who you are, like, this is who you are.

KARA

It absolutely is. I say this so many times. The weight loss is just the gravy on the poutine. It really is. [Laughs]

JEN
So Canadian.

KARA
I mean, it's what makes it great. It's what makes it poutine, well, other than the cheese curds too, but realistically, like, I was not in it to lose weight. I just wanted to learn how to find a consistent way of living a happy, healthy life. And I was also a reader for a long time of Dr. Yoni Freedhoff's blog, Weighty Matters.

JEN
Yeah.

KARA
And he would always say, it's about living the happiest life or the healthiest life that you can, while being happy. To paraphrase. I don't have his exact quote. But I took that to heart. And I knew that the core values work would lead me there, because I needed to figure out my why, and why I was trying to seek weight loss and weight loss/fat loss. It really wasn't what I was aiming at. I knew that I just needed to find something that would keep me healthy and happy and full of vibrancy and vitality late in life.

JEN
Yeah, for everyone listening, we've had Dr. Yoni Freedhoff on our podcast, and we are huge fans of his as well. He has a quote that we share periodically on social media because we also find it so powerful. "Your healthiest weight is the weight you reach when you are living the healthiest life you can enjoy."

KARA
That's the one.

JEN
Yeah, and it is like a light bulb, right? And it's just this total shift from going, how do I need my life to look so that I can be this size? Versus, how do I want my life to look? Feel? What is a fulfilling life for me? And then what size am I when I'm living that life?

KARA
Exactly.

JEN
Flipping it. [Laughs]

KARA
Yes. Yeah. Turning it upside down.

JEN
Yeah.

KARA
Turning a latte into a macchiato. [Laughs]

JEN
That's Starbucks insider language. [Laughs]

ANNIE
I don't exactly know what that means, but...

ALL
[Laugh]

ANNIE
Well, speaking of results, I think that's a good segue. Because what if you had to say one or two things that you were hoping to get in joining Balance365? What would those have been? And did you achieve that?

KARA
I wanted to establish healthy habits. And I know that sounds really vague. And I know this is going to make Jen cringe because she's married to a dentist. But I was averse to brushing my teeth, even though I have on a regular basis. I mean, I did brush my teeth, come on people. But like, I was not in the habit of doing it every single day or even the twice a day as recommended. Because I have this weird dental phobia that goes back to a childhood trauma. But you would think logically, if I'm phobic of going to the dentist, I would want to brush my teeth more often to prevent needing to go to the dentist. But instead it was more of a, I just couldn't be bothered. I have too many things to do. I just want to get to bed, you know, that sort of thing. And it was one more obstacle in the way. So I also felt the same way about washing my face. Oh, people wash their makeup off. Whatever. I'll just put another layer on top of this in the morning. It'll come off on my pillowcase and I'll wash the pillowcase. And I would hear people, "Oh, that's how you get wrinkles." I'm like, I don't care if I get wrinkles. I'm okay with growing old gracefully. But I just wanted to establish some basic habits because I do struggle with ADHD and I get easily distracted and I know that I work better if I have a routine in my life. And so I kind of reverse engineered, I was not getting enough sleep. I was struggling really with insomnia, and anxiety that was induced by the anxiety, insomnia, because I would wake up and then I would get all upset over myself not being able to fall back asleep, but I'm only not falling back asleep, because I'm worrying about not being able to fall back asleep. And it would be a vicious cycle. So I reverse-engineered the trying to get more sleep. And I remember when my children were infants, I would give them a bath in the evening. Well, I didn't want to have a whole bath every day. So I started by washing my face. And then from there, I stacked on the habit of, well, if I'm already standing at the sink, washing my face, why don't I use that toothbrush that I paid a lot of money for, and brush my teeth, too. And then well, I'm already here and I've brushed my teeth,

well, let's throw some flossing in there. And each month, I just added one more thing. And I really embraced the all or something. In the beginning, I wasn't doing it every single day, it wasn't a thing for me to do every single day. But I would just give myself a pat on the back if I did it two or three times a week to be able to go through this routine. And then it got to the point where I would get two or three times a week. So then I would challenge myself, can I do five times a week? Can you hit one week in a month where you did it all seven days, you know, that sort of thing. So I'd create little mini-challenges for myself. And from there, now I feel icky if I go to bed without having washed my face and brush my teeth and flossed.

JEN

It sounds like you had a general desire to take better care of yourself. And you used our like nutrition and movement philosophy and applied it to many different areas of your life.

KARA

Absolutely, I did. And one of the big areas that I applied it, I used your weight loss formula, the caloric deficit plus time plus consistency equals weight loss, I turned that into a budget formula for myself.

JEN

[Laughs] Financial wellness!

KARA

Yes, exactly. And I got to the point...There was one point where we, this was just before we were moving from Virginia, back to Ontario. And we had a couple major situations where like, very, very, very large vehicle repair bills, like I'm talking a couple \$1,000, very large, that surprised us and we had gone from being paycheck to paycheck people where something like that, we would have had to put our vehicle up on blocks, so to speak, for a couple of months at a time until we could save up enough money or make enough room on the credit card to be able to do that, to do a basic maintenance on our vehicle, which then leads to how do you get from point A to point B, if that's your only, if you know that sort of thing. And it would spiral from there. But by taking a little bit of savings and putting it aside every month and just or every week or whatnot. And just being consistent with that. We had got to the point where, okay, this \$2,000 vehicle repair bill. It's big, it hurts, but I have money in the bank account that's for situations like this. So I was able to do it. Yes, we were going to have to save again, because that kind of cleaned us out. But at least I knew I could take care of it. And so when I realized that, oh my gosh, you guys, I put the Balance365 into all the parts of my life. And I remember Annie saying the carryover is big.

JEN

You know what's coming up for me is thinking about, I would say one of the biggest barriers for change, not just in our members, but society at large is buying into the power of small habits. You know, there's just a lot of all or nothing thinking and so many areas of life and in people's heads. And when you examine it, you won't just find it in health and wellness, you might find it in your financial habits, you might find it in your relationship habits, etc. And it's it sounds to me like

you are all in on small habits, like you have fully seen the benefits and rewards of small habits, that they really do add up they have big returns.

KARA

Absolutely. Well, I'm also, one of my core values is professional development or personal development and so I read voraciously. And I suspect that a lot of my reading list is in line with all y'all's.

JEN

"Atomic Habits," "The Power of Habit." Yeah.

KARA

Yes. James Clear. And I'm also a very visual person. So when he used the example of an airplane that takes off in LA, that is headed to New York, if it is one or three degrees off course, by the time it gets to the East Coast, it's in Washington, DC. And at the time, I was living just outside Washington, DC, I had been to New York City, I know how far away that is. I know that's a five or six-hour drive. So because in Canada, we measure long-distance time, long distances in time. So it's weird, we're metric or imperial or time, it all depends on what you're measuring. So I knew that that's a big difference. But yet it was not a big difference in trajectory. So all it takes is just a small, teeny little change. And that's why it really drove home to me.

JEN

Yeah. So what have your results been in Balance365? I know we've talked about oral hygiene habits -

KARA

Yes. [Laughs]

JEN

- we've talked about [laughing] financial habits. What have your results been in Balance365, Kara?

KARA

I have gone down probably three or four sizes in jeans. I am now wearing a size in pants or jeans that I have not worn for 10 years. So that's a big deal for me. Big, huge. I remember I texted both of you. "Oh my god, you guys!" I was so excited. And I knew you'd understand. I don't like to talk about the scale too much, not because I avoid the scale. I did for a time step on the scale every single day for six months just for data gathering. So that I can have an - understand my own personal ups and downs in my cycle and whatnot. But scale-wise, I am down between 25 and 30 pounds. I don't pay too much attention. So I haven't been on it recently. But I feel so good in my body. I move without aches and pains now and that's a big deal. I still, my ankles and knees still pop and crack. But I think that's just something that's me.

ANNIE

Doesn't everyone's?

ALL

[Laugh]

ANNIE

Every time I walk down the steps, my right ankle is like click click click.

KARA

My husband said he took away my ninja license because I can't sneak up on anybody anymore.

[Laughs]

ANNIE

[Laughs] You're too noisy. Kara, you are actually the first member spotlight that we have done an interview where a member has actually left the program. And you have graduated coaching, what, a couple months ago?

KARA

Yeah, I think it was the end of December, I decided that I would...I was ready to fly. But to be honest, I don't think I was actually paying attention to any of the coaching in October or November. So I was kind of, I had stopped being actively coached on a regular basis in kinda like mid-October, into November, I think?

JEN

It's like you were, came into Balance365, and you were our baby and we took care of you. Then you grew up, and you were growing wings, and you became a teenager and you needed less and less help. And then one day you were ready to go.

KARA

Yeah, I flew the nest.

JEN

You did.

ANNIE

So how has it been since flying the nest?

KARA

It is good. It is so good. I have been able to apply the Balance365 principles and the things that I learned in coaching in so many aspects of my life, not just the finances and whatnot, but it actually helped me get promoted at work as well. Well, first, it helped me find my work, because I was fully aware of what my personal values were when I decided to no longer be a stay at home mom, because my kids were 18 and 20. So there was nothing to stay at home for anymore. And I was back in Canada, and I was settling down and I thought, "Okay, this is

probably where we're going to live for the foreseeable future. I want to find employment." So I did research on various companies that I felt would align with my values. And then I found the green siren, all the corporate values at Starbucks are almost identical to my personal values. And that was very, very, very important to me that I could have a line of work that would allow me to continue to lead my values in my life.

JEN

I love how important your values have become to you. Like you're going to live a very fulfilling life with those as your compass.

KARA

Yeah, and then, when I was identified as a potential candidate for promotion to a shift supervisor position, and was given an interview with another store manager, not my own store manager, but another one, some of the things that I had learned in coaching like observe, evaluate, assess, or adjust, are very much in line with some of the things that they teach us in leadership at Starbucks. They use different terminology, they say, assess, consider, and take action, but it's the same thing. So these are those things that I've integrated into my own way of being that just come naturally to me now. And I was successful in getting that promotion to shift supervisor, which is, it makes me very, very happy that these things that I learned from my awesome friends and coaches, that really helped me blossom, and I really feel like I'm thriving, I'm not just surviving through life anymore, I really am thriving.

JEN

I know a lot of our listeners, or just consumers in general, in the health and wellness industry, they worry about if programs are going to be sustainable, and I hear that you're thriving after leaving Balance365. I mean, you're never leaving, we're -

KARA

No.

JEN

- hooked in you forever. [Laughs] Once a Balance 365er always a Balance365er. But you've left coaching. And I guess what I would like to ask you and what I would like to share with our listeners is, is what you learned in Balance365, or what you learned with us, has it been sustainable? Have you found yourself rebounding after leaving the program or rebelling? Or have you found some sustainability and calm and peace with your habits?

KARA

I think it would be unrealistic to expect smooth sailing the whole way around. And so there has been, I still have a little bit of ups and downs. But I know how to self-regulate better. I see the signs, when things get, I start to have a heavier pendulum swing and go from a little bit further out on each side. And I will stop and recenter and flatten the curve again. So that my sine wave isn't as steep anymore.

JEN

Yeah, like life ebbs and flows. And it's more about having the skills to course-correct before you get too far out. Right?

KARA

Absolutely. Absolutely. So I don't do the binge, restrict as much anymore. And I mean, really, I don't do it at all. Because if I want to have that croissant on a Saturday morning, I have that croissant on Saturday morning. But there's always the little angel in the back of my head saying, "Okay, well, how are you going to balance your day?" So if you're having just a croissant for your breakfast, that's fat and carbs. What are you going to have for the rest of the day? What's kind of - and you already know you're going to be doing pizza with the family in the evening. So maybe I'll have a big giant salad for lunch with lots of protein just to kind of balance the whole day.

JEN

Yeah. So just like some amazing self-awareness, and some really strong eating skills aligned with your core values.

KARA

Yes, absolutely.

ANNIE

That's awesome. Okay, we gotta ask.

JEN

Last questions. Here we go. Are you ready? [Laughs]

KARA

I am ready.

ANNIE

Starbucks secrets. Spill it. [Laughs] What do you got for us?

KARA

There is no secret menu.

JEN

Are you sure?

ANNIE

I am mad. [Laughs]

JEN

I've heard this rumor that there is a secret Starbucks menu. There isn't?

KARA

There is no secret menu. You can make any modifications to any drink any way you want, all you need to do is ask. All I ask of you as a Starbucks partner, is if you do find a TikTok drink or secret, quote, secret menu unquote drink that you think you want to try. Do not ask for it by the name that is on that list. Because none of us know what you're talking about.

JEN

Okay.

KARA

So request the drink based on the recipe that you've been given.

JEN

So know the recipe. Know the recipe.

KARA

Know the recipe.

JEN

Okay.

KARA

We will punch it in however you want it. And we will craft that drink the way that you want it. But there is no particular secret menu.

JEN

Okay.

KARA

Sorry. [Laughs]

JEN

[Laughs]

ANNIE

Earth-shattering news on the Balance365 Life podcast.

JEN

I was very attracted to the conspiracy element of there being a secret menu. [Laughs]

KARA

So I had a sad moment. Last week, I had an adorable little boy and his father come in and they showed me a picture of a blue latte and they wanted the blue latte, the little boy wanted the blue

latte. Now, there's only two ways that we can make a drink blue with Starbucks right now. We may come up with something down the road. I can't speak for corporate. But neither of those ways are safe to consume. I believe it started out that a partner somewhere made a joke for their team by putting some blue cleaner in some milk and called it a latte, took a picture of it. And then it went viral. And so this little boy wanted the blue latte, but it's poison, so I can't serve it.

JEN
Couldn't do it.

KARA
No.

ANNIE
That's very considerate of you.

ALL
[Laugh]

JEN
Don't drink blue lattes at Starbucks everybody.

ANNIE
Kara, what's your favorite drink? What do you order?

KARA
My go to drink for the warmer months is a venti, which is the largest size, iced matcha tea latte with, I sub the liquid cane syrup for toffee nut syrup, because I'm a freak for the toffee nut.

JEN
Yum.

KARA
And I use almond milk as my milk and it is so delish.

JEN
Can you, what is that first part of that drink again? What it was called? Can you say that?

KARA
Matcha?

JEN
Matcha.

KARA

Yes, iced matcha latte.

JEN

Iced.

ANNIE

That's a mouthful. [Laughs]

JEN

Matcha latte with the toffee nut syrup instead of whatever else they use.

KARA

Yeah.

ANNIE

With almond milk.

JEN

With almond milk.

KARA

Yes. Just say sub toffee nut syrup. With almond milk. Please.

JEN

I am going to try that. Maybe today.

KARA

It is so good. It is so good.

ANNIE

That sounds amazing. Okay, last Starbucks pick your brain question. Any substitutions or variations that you would recommend we try?

KARA

Sweet vanilla cold foam is good on everything. [Laughs]

JEN

Ooh, okay.

KARA

Your baristas might grumble having to make cold foam yet again. But we're used to it. It's that time of year, cold foam goes on everything. We even have customers who get cold foam on their hot coffee. It's basically like a lighter version of whipped cream.

JEN

So how would I order that if I just wanted to get a regular blonde latte? I would say, and can I get cold foam on top?

KARA

Yes. Ask for the sweet cream cold foam.

JEN

Sweet cream cold foam on top. Please. That sounds exciting. I love whipped cream. [Laughs] I can't wait to try this.

ANNIE

This was so fun. An iced matcha tea, sub toffee nut.

KARA

Yes. Toffee nut. With almond milk.

ANNIE

Okay, I'm gonna practice that before I -

KARA

[Laughs]

ANNIE

- go through the drive-through. "Just give me a minute. I'm so sorry. I'm nervous." [Laughs]

KARA

Want me to text it to you so you can read it out?

JEN & ANNIE

[Laugh]

ANNIE

I did see a really, a really cute video on social media that was like, never mess up my wife's drink order again. And he had just voice recorded her order. So when they said you know, "Hi, welcome to Starbucks. How can I, what can I get for you?" He just played her little voice recorder. [Laughs]

JEN

That is so sweet.

ANNIE

That's a smart man.

KARA

We have actually a lot of customers that come in and just hold their phone up to us, that they have their order in their notes app. And that's great because it gives us the chance to just see and verify as we bring it in, what you want.

ANNIE

I love it. Okay, all of the mindset stuff, all of the financial wellness stuff, all of the Starbucks stuff. This was so fun, Kara, thank you so much.

KARA

I have achieved a goal today.

ANNIE

What?

KARA

All of us in coaching have hashtag goals to be on the podcast.

ANNIE

Oh!

ALL

[Laugh]

ANNIE

Hashtag goal crushed

KARA

Yes!

JEN

I say hashtag Balance365 retreat where we can all be together.

KARA

Yes! [Claps]

JEN

That's my dream.

KARA

I'll bring the coffee.

JEN

Yay. Yes.

ANNIE

Deal. Okay, Kara, thank you so much. Take care.

JEN

Thank you.

KARA

All right, see you.

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 balance365.co to join coaching.