

## Agreement:

# Becoming a Lifestyle Weight Management Coach



## *Living the Lifestyle* *Weight Management & Nutrition Solutions*

# YOUR SUCCESS IS YOUR RESPONSIBILITY

**This document outlines our expectations for the Coaches In Training program. Please read carefully and sign below indicating your agreement. GROUP TEXT a photo to both Trainers and your Sponsor by NOON on the FIRST DAY of CIT class.**

I understand that in order to obtain my Lifestyle Weight Management Coach Certification, I must fulfill all requirements of the CIT Class as outlined in Module 2. Specifically, I understand that I am expected to:

- Submit (via group text) **DAILY Journals** for the duration of class, and respond to all text messages, including providing Coaching feedback to my own Journal during Weeks 3 and 4
- Submit (via group text) my **12 Week Client Information Chart** each Monday morning until complete, and provide before/after photos and my personal health story
- Give priority to my attendance at each of the five weekly **Conference Calls** (All five Conference Calls are **REQUIRED** to be Certified)
- Submit (via email) answers to the three **Weekly Questions** from each week's recorded Webinar (Weeks 1 through 3) no later than the following Monday night Conference Call
- Complete an individual accountability/follow-up **phone call** with one or both Trainers during Week 3
- Watch all assigned **videos**, read all **Client chapters** and **Coach Training Modules** as they are assigned (**DO NOT PUT THIS OFF!**)
- Post appropriately to **social media** (specifically Facebook), including at least one daily health-related post and weekly results posts by Monday of Week 2 and continuing throughout the remainder of class and beyond
- Complete and return my **Final Exam** by the due date
- Promptly notify the Trainers if I am unable to attend a Webinar, complete any class assignment, or have an issue arise which **interferes with my commitment** to this training

*I am committed to treating my CIT Class like a college-level course so that I may improve my own health, and ensure my success as a Lifestyle Health & Weight Management Coach. I understand that the services provided in the teaching of this course are provided at no cost to me and that the Trainers freely give of their time and resources in order to help me be successful. I value that time and will do my best to be as committed as they are to my own success. I further understand that all materials are proprietary and that documents, webinar links and all Coaching materials are provided for my own use exclusively. I understand that these documents are copyrighted and may not be shared with ANYONE without the express written approval of Dr. Terry White and/or Coach Teresa Gibson. Client chapters and associated documents may be used with and provided to my personal clients ONLY after I am fully Certified by Dr. Terry White. I'm so excited to get started with this program and am 100% committed to my success.*

CIT Signature \_\_\_\_\_ CIT Start Date \_\_\_\_\_

CIT Name \_\_\_\_\_ Phone Number \_\_\_\_\_

Email Address \_\_\_\_\_ Sponsor's Name \_\_\_\_\_

### My Next Steps:

- Send a GROUP TEXT to the Trainers introducing yourself by the Wednesday before CIT class begins
- Send a Facebook Friend Request to both Dr. Terry and Coach Teresa (see CIT Email 1 for links)
- Complete this **Agreement, Client Questionnaire** (6 & 7) and **Release & Waiver Form** (8) and send a photo of each via GROUP TEXT to Dr. Terry and Coach Teresa
- Work with my Sponsor to complete the **New Unfranchise Owner Training Tracker**
- Review the **New Partner Welcome Guide** with my Sponsor

Note: Numbers that appear in parenthesis refer to page numbers in this CIT Welcome Guide.

## First Steps:

# Becoming a Lifestyle Weight Management Coach



## *Living the Lifestyle*

### *Weight Management & Nutrition Solutions*



Welcome! We're glad you've become part of our team!

## REMEMBER: YOUR NEW LIFESTYLE IS YOUR BUSINESS

**This Guide has been carefully prepared to lead you through the activities that must be completed before you begin CIT (Coach In Training) Class, and to help equip you for success in your new business venture.**

Adjusting eating habits and creating a healthy lifestyle is a brilliant step towards living a lean, strong and vibrant life. You have the unique opportunity to turn pursuit of your health goals into a profitable small business venture. These first steps, and your five weeks of online training are all about you and your health.

Our focus will not be so much on weight, but on body fat. We want to maintain and build strong, lean muscle while we blast off that stubborn fat. You will love what you

see in the mirror, and those around you will want to know how they can love their reflection, too. Throughout training, you'll be learning how to market and brand yourself as a Lifestyle Health & Weight Management Coach.

By building the excitement on your social media accounts and in your everyday life, you'll set yourself up as a walking testimonial for others to see the difference in your energy level, body composition and self confidence. Soon, prospective clients will be

coming to you for assistance with their health challenges.

The pages of this Guide will outline what's expected of you as a CIT (Coach in Training), as well as what you can expect from both your Sponsor and the Trainers.

For questions specific to your new **Market America business**, please contact your **Sponsor**. For **Coaching** or questions specific to the training you are about to receive, please contact your **Trainer** (see bottom of page 4).

# ASSIGNMENTS

(must be completed by the Thursday before class begins)



## Start A Coaching Binder

Create 5 Sections:

- CIT Welcome Guide (this packet) & Getting Started Guide from MA
- Forms & Outlines
- Client Chapters
- CIT Training Modules
- Notes (optional)

Complete all assignments, including videos

## Review With Your Sponsor

*(ASK your sponsor if you don't already have these documents)*

- New Unfranchise Owner Training Tracker
- New Person Quick Help Guide
- Shopping Annuity

## Complete & Return To Trainers

- CIT Agreement (1)
- Client Questionnaire (6 & 7)
- Trainer's Release & Waiver (8)

Return all docs via photo text to mobile phone or email

## To Do

- Purchase a Scale that measures weight, body fat and hydration levels
- Take "Before" Photos (front, side and back views)

## Preparing For Your Success

This Guide is the first of many materials you will receive throughout the course of your five weeks of training. Treat this as you would an actual college course. Purchase a large binder and be ready to fill it with information. This Guide should be the first thing you put inside. The materials you will receive during class provide the educational foundation to prepare healthy meals and support and maintain an optimal weight for you, your family and future clients for years to come.

Here's what you'll need to know as you begin preparing for the CIT class:

1. Outlines will be provided to prepare you week to week. You will always have specific instructions that describe exactly what's expected throughout class.
2. You will receive each food list in plenty of time to allow you to grocery shop. Your job will be to determine how you will combine these "ingredients" (foods) together to make something awesome for your palate. This will give you life-long lessons to share with those you love and with those you will coach. Your Trainer will be right there to help you.
3. Before class begins, remove everything from your kitchen that

will sabotage your success. Beware of "friendly enemies" who may encourage you to consume foods and beverages "just this once." *No, no, no.* Make sure those around you understand that you are NOT on a diet (so don't put yourself on one!), rather you will be cleaning out the "engine" and "taking out the trash." Once you've done that, you won't want to reintroduce the "old oil" (bad foods that wreck your body) or ingest the "old trash" (that poisons your systems) again.

4. This is a LIFESTYLE change...one day at a time. Your first email from the Trainer will include a Journal page template that you will send back every night via text message. Journaling is crucial to your success. In response, your Trainer will give you tough love (when you need it), ideas, tips and recipes.

**Note: Failure to return Daily Journals for two consecutive days without prior approval from the Trainer will result in restarting training from Day 1 at the next available class date.**

Your next materials will arrive the Wednesday before class begins, so please complete the assignments in this Guide (see box on left) BEFORE that date.



## Special Instructions for Pregnant or Nursing CITs

Since this is a health program with a side-effect of weight loss, it is perfect for all people. However, in order to provide a safe environment and the best nutritional start for the baby, adjustments must be made for women who are pregnant or nursing.

Specifically, no herbal-based supplements may be used. Some herbs can be astringent and will shut down milk production. For this reason, TLS branded pill-form supplements are NOT used. (Please be sure to indicate pregnant/nursing on your Client Questionnaire.)

In order to avoid purchase of multiple products which cannot be used immediately, pregnant or nursing CITs will start their business with the purchase of the REGULAR

Fast Start Kit and add two additional supplements to their initial order:

- Nutriclean Probiotics
- Isotonix Digestive Enzymes (if needed)

### Special Note for Existing Unfranchise Owners Who Are Pregnant or Nursing:

The following supplements are required for class:

- Isotonix OPC-3 (90 servings)
- Isotonix Prenatal or MultiVitamin without Iron (30 servings)
- Isotonix Activated B-Complex (90 servings)
- Heart Health Omega III
- Nutriclean Probiotics
- Isotonix Digestive Enzymes (if needed)

## To Detox or Not To Detox: That Is The Question

Our program typically begins with a gentle 7-day fruit and vegetable detox. However, there are certain circumstances under which a new CIT would NOT participate in a full detox:

- Pregnant or Nursing Mothers
- Diabetics or Hypoglycemics

Either condition must be disclosed

on the Client Questionnaire. You will still “clean out your engine,” but protein will not be restricted.

### Special Note for Existing Clients:

If you have decided to become a Coach within your first 6 weeks on the program, you may complete a 4-day detox, or continue with Phase 2. Note: Daily Journals are still required throughout the entire CIT class.



## SUPPLEMENTS

### Required Supplements For Class:

- Isotonix MultiVitamin or MultiMineral (30 servings)
- Isotonix Activated B-Complex (90 servings)
- Isotonix OPC-3 (30 servings)
- Nutriclean Advanced Fiber Powder
- TLS On-The-Go Nutrition Shake (chocolate or vanilla)
- TLS ACTS\*
- TLS CORE Carb & Fat Inhibitor
- TLS Tonalin CLA
- TLS Thermochrome with Advantra Z\* and/or TLS Green Coffee Plus Garcinia Cambogia (if indicated for your personal challenges)

\*These two supplements carry contraindications for certain medical conditions. If your Sponsor is not a Coach, please complete the Client Questionnaire and return to your Trainer before placing your product order to ensure that contraindicated supplements are not purchased.

# COACHING RESOURCES

## Extensive Support for Certified Coaches

Once certified, new Coaches are poised and ready to lead their first group of new Clients on their journey to health. Your continued success is very important to us. In addition to continuing support from your Trainer and other Coaches on the team, a variety of resources are available:

### Certification Certificate

All new Coaches will receive a digital certificate upon completion of course requirements and a satisfactory score on the Final Exam. This certificate is suitable for framing and display on all applicable social media platforms, and identifies you as someone who has pursued specific health-related lifestyle education, and possesses both a knowledge base and practical skills.

### Online Resources Library

During our last online class meeting, you will receive an extensive review of the documents, forms and resources required for successful coaching. Following successful completion of your Final Exam, you'll be provided with access

instructions for our online Lifestyle Coaching Resource Library. Documents are maintained and updated on a regular basis to provide the most up-to-date resources for coaching your Clients and managing your growing business.

### Coaches Only Forum

From time to time, Coaches may encounter new situations and need to bounce ideas off other Coaches and/or Trainers. Our exclusive Living The Lifestyle Coaching 101 Facebook group provides an opportunity for certified Coaches to privately support and encourage each other, discuss issues as they arise, and also share important coach-related information.

Note: If your Sponsor has not yet added you to the team's main Facebook group, MA Business Associates, please request that he/



You are never alone!

she do so now. Also make sure you are "friends" with both of the Trainers.

### Continuing Education

Certified Coaches have the option of auditing our online training course at any time on a self-study basis (Daily Journals and the Final Exam are not required when auditing.)

### Continual Program Enhancements

We are constantly looking for ways to enhance our program. Certified Coaches are encouraged to give feedback and make suggestions for improvements.

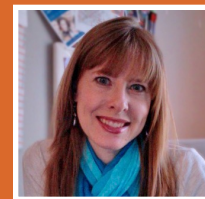
## Meet Your Trainers

Dr. Terry and Coach Teresa have worked together for several years. Both have a strong commitment to provide the best training and resources possible in order to provide a firm educational foundation for all Coaches. They are always willing to answer questions that arise and help in any way possible.



**Dr. Terry White, ND**

DrTerry@naturalbalanceconcepts.com  
757.876.9984 (voice or text)  
www.facebook.com/terry.white.925



**Teresa Gibson**

Teresa@BalancedPlateLife.com  
713.857.0087 (voice or text)  
www.facebook.com/gibsonata

**CONFIDENTIALITY STATEMENT:** This document and all resources provided as part of your training are not to be shared with anyone without the express permission of Dr. Terry. Thank you for your cooperation.

# CLIENT QUESTIONNAIRE

## THE BASICS

1. Name (first & last): \_\_\_\_\_
2. Email Address: \_\_\_\_\_
3. Street Address: \_\_\_\_\_
4. City, State & ZIP Code: \_\_\_\_\_
5. Mobile Number: \_\_\_\_\_
6. Are text messages ok? \_\_\_\_\_
7. What is your occupation? \_\_\_\_\_
8. What is your age? \_\_\_\_\_
9. What is your current weight? \_\_\_\_\_
10. What weight management programs have you used in the past? \_\_\_\_\_
11. How did you feel about those programs? \_\_\_\_\_

<b>CURRENT HEALTH</b>	<b>YES</b>	<b>NO</b>
Please answer <b>YES</b> or <b>NO</b> to <b>ALL</b> questions.		
1. Are you under the care of a Physician?		
2. Are you pregnant or nursing?		
3. Do you take an anti-depressant or anti-anxiety medication?		
4. Do you take Coumadin or any other anti-platelet/anti-coagulant medication?		
5. Do you have High Blood Pressure?		
6. Do you have a Heart Condition?		
7. Do you have Heart Disease?		
8. Do you have an over-active Thyroid (hyperthyroid)?		
9. Do you have an under-active Thyroid (hypothyroid) or any other Thyroid issues? If yes, please describe.		
10. Do you have Hypoglycemia?		
11. Do you have Type 1 Diabetes?		
12. Do you have Type 2 Diabetes?		
13. Are you sensitive to Caffeine?		
14. Have you had your Gallbladder removed? If yes, do you use Digestive Enzymes?		
15. Do you have (or have you ever had) Acid Reflux? If yes, please share your challenges.		

<b>CURRENT HEALTH</b> (cont'd) Please answer <b>YES</b> or <b>NO</b> to <b>ALL</b> questions.	<b>YES</b>	<b>NO</b>
16. Do you have IBS or Constipation challenges? If yes, please describe.		
17. Do you have Allergies (including lactose intolerance, gluten sensitivity, etc.)? If yes, please list them.		
18. Have you ever been told your Vitamin D level is low? If yes, what were your most recent test results?		
19. Do you feel your immune system needs a boost?		
20. Do you suffer from frequent infections or illnesses, especially colds, flu and/or other respiratory issues?		

21. Please list ALL prescription medications you currently take. If none, please enter N/A so that I know you didn't accidentally skip this question.

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22. Is there any other condition I should know about? If yes, please describe.

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### **CURRENT LIFESTYLE**

1. Do you smoke? \_\_\_\_\_

2. Do you drink alcohol? If yes, please tell me what you drink and how often. \_\_\_\_\_

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3. Do you drink sodas or sweet tea? How much and how often? \_\_\_\_\_

4. Do you drink other caffeinated beverages and/or energy boosters? If yes, please tell me what you drink and how often. \_\_\_\_\_

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5. How often do you eat out, and where do you typically go? \_\_\_\_\_

6. On a scale of 1 (low) to 10 (high), please rate your current stress level. \_\_\_\_\_

7. On a scale of 1 (not well) to 10 (outstanding), how well do you handle stress? \_\_\_\_\_

### **FINAL QUESTIONS**

1. Were you referred by a friend or co-worker? If yes, please provide their name. \_\_\_\_\_

2. If the answer to number 1 is no, please share how you learned about this program. \_\_\_\_\_

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3. Please explain to me what your health and weight goal is and why it is so important to you to reach that goal. \_\_\_\_\_

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# Living the Lifestyle Authorization Release & Waiver

Client Name: \_\_\_\_\_

Trainers: Atha T. White & Teresa Gibson

Being of sound mind, I have chosen this method of building my health of my own free will. I understand my participation in this program is my own responsibility in its entirety and everything has been disclosed me in this waiver. As the "Client," I hereby agree that:

I acknowledge that the Nutritional Profile Evaluation and Suggested Nutritional Program and any supplemental materials such as vitamins, minerals, enzymes and herbs are not for the "treatment, cure, alleviation, prevention, or care of any disease of any kind, in any way." I agree that I am totally responsible for obtaining qualified medical assistance for any such services, or for the care of any "disease" or "pathological condition." Nevertheless, I reserve for myself the right to use the knowledge I gain from this Lifestyle program and/or any verbal, written or video consultation in any legal manner I may choose in the care of my own body. I further declare that the sole reason for requesting the services from this source is for obtaining a "Suggested Nutritional Program" for the building of my health and well-being.

I have been advised that consultations and recommendations are limited to education in matters pertaining to the improvement in the overall health and physical fitness for maintenance of the best possible state of physical, mental and emotional health. Such consultations and/or recommendations are not for the diagnosis or treatment of any health condition or disease. Any lifestyle recommendations including cleansing are followed by my own choice. I also understand that **none** of the services provided by Living the Lifestyle, Natural Balance Concepts, LLC, hereinafter known as the "Provider" and Trainers, Atha T. White and Teresa Gibson are covered under insurance or medicare.

I further understand that all personally identifying information, as well as any other information I may share, verbally or in writing, during the course of my business relationship with Provider and Trainers, Atha T. White and Teresa Gibson will be kept confidential unless I have provided specific written authorization for release.

By signing this document, I agree to hold harmless the "Provider," its owner and employees, independent contractors, and officers as well as Trainers, Atha T. White and Teresa Gibson from claims, demands, and any causes of action arising from my participation in the Lifestyle program and consultations, and hereby release them from any liability now or in the future. Further it is understood that the "Provider" is not accountable for any issues, health related or non-health related, that may result from using any product. I am responsible for understanding my own body and the health risks involved, as these products have not been approved by the FDA.

**The Provider of this Lifestyle program and Trainers, Atha T. White and Teresa Gibson recommend that you consult your physician before starting any nutrition and/or exercise program.**

I have read and understand the contents above and release from all liability the above referenced "Provider" and Trainers Atha T. White and Teresa Gibson.

Signature of Client: \_\_\_\_\_

Date: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Accepted by: Atha T. White, ND and Teresa Gibson

Date: \_\_\_\_\_

**Release & Waiver for Publications** *(If you so desire, you may remain anonymous and still participate in this program.)*

I hereby authorize Provider and/or Trainers, Atha T. White and Teresa Gibson to use my FIRST name, testimonial, story, photograph, voice, video image or other likeness on websites, print collateral and/or social media platforms (including, but not limited to, fitness/lifestyle blogs, Facebook, etc.). I understand that my FIRST name, testimonial, story, photograph, voice, video image, or other likeness may be copied and distributed by means of various media including, but not limited to, promotional materials, internet and/or intranet websites without any further authorization or notice to me.

I release and hold harmless, Living the Lifestyle, Natural Balance Concepts, LLC and Trainers, Atha T. White and Teresa Gibson from any and all liability for damages of whatever kind of nature the dissemination of my name, testimonial, photograph, video image or likeness may arise. I understand that I will not receive any compensation for this release and authorization and waive any and all rights to compensation, royalties, or other payment in connection with the use of my name, testimonial, story, photograph, voice video image and/or likeness or images.

Signature of Client: \_\_\_\_\_

Date: \_\_\_\_\_

Printed Name: \_\_\_\_\_



# Welcome To Your New Lifestyle!

## PROGRAM OVERVIEW

### Your Commitment is VITAL to Your Success

*I have never had a client who followed my instructions walk away without losing pounds and inches. This program works, and it works well. But, in order to reach your goals, you must accept responsibility for your own health. Simply put, you must:*

- ★ Recognize that **diets don't work**. If they did, you'd do it once and never need another. This is NOT a diet, so don't plan to put yourself on one. This is a LIFESTYLE change.
- ★ Commit to using the recommended **foundational supplements** based on your individual health history questionnaire. These supplements are necessary to support your body as we repair and address metabolic challenges.
- ★ Communicate with me daily for **21 to 28 days** utilizing a simple tracking system (takes less than 5 minutes each day). All communication will be via email and/or text message. Phone calls may be scheduled at any time you feel it necessary. And, after our official class is over, I'll still always be available to you for as long as you need me. We will track your progress weekly for 12 weeks.
- ★ Print and read all **program materials** and watch **videos** as they are assigned. This will take no more than 1 hour per week, and frequently much less. Plan to treat this like you would an actual college course. Get yourself a binder and be ready to fill it with information. The materials you will receive in this class provide the educational foundation to prepare healthy meals and support and maintain an optimal weight for you and your family for years to come.

### What Can I Expect?

I've done my part, and you've made the hard choice to make your health a priority. So, once you click on that "Checkout" button, what exactly are you getting yourself into?

#### **Week 1: CLEANING OUT THE ENGINE (AKA "Your Body")**

- ➔ You'll learn to create meals and snacks for yourself (and your family) which will help rid your body of toxins and prepare it for healthy living. I will provide you with an extensive list of fruits and vegetables on the Thursday before class begins so that you'll have plenty of time to go grocery shopping and plan your meals. In addition to your own creativity, Phase I appropriate recipes will be provided.
- ➔ Use 4 supplements specifically formulated to support your body, fill in nutritional gaps, and limit food cravings.
- ➔ Review printed materials and watch short videos which will educate you on the "why" behind the way this program is created, as well as your food options and their impact on blood sugar.
- ➔ Focus on relaxation and rest to give your body the opportunity to begin the healing process.

- ➔ During the first few days, I'll check on you mid-day to answer any questions you may have. But, throughout the week, you'll stay in close communication with me as your body adjusts to the detoxification process. This process should not be miserable, and you are not allowed to go hungry.
- ➔ Check-in with me before bed each night via a text message photo of your Food Journal page.

### **Weeks 2 and 3: 14-DAY FAT SHREDDER**

- ➔ You'll receive a new foods list filled with low-glycemic fruits and vegetables, as well as lean proteins as you continue to explore how the foods we eat create either sickness or wellness. Phase II appropriate recipes will be shared.
- ➔ Add in appropriate all-natural accelerator supplements (based on your individual health history questionnaire) that will assist in promoting lean muscle mass and decreasing the amount of fat stored in your body.
- ➔ Review printed materials and watch short videos which will help you to better understand the difference between "good" and "bad" fats, how to build lean, fat-burning muscle, reading nutritional labels and the importance of being "present" with your food.
- ➔ Explore options for "moving your mass" (AKA exercise). You'll begin slowly and work your way up to a challenging (for you) workout four or five out of seven days each week. We don't strive for perfection...we celebrate progress.
- ➔ Schedule a personal phone call with me during Week 3 to reassess your goals and determine your next steps for continued success.
- ➔ Check-in with me before bed each night via a text message photo of your Food Journal page.

### **Weeks 4 through 12: CREATING THE NEW YOU**

- ➔ At the appropriate time (based on our phone call from Week 3), you'll receive new foods list(s) formulated to help you continue progressing towards your goals. You didn't put the weight on overnight, and it won't come off overnight. **Traditional results when following this program for 12 weeks are 30 pounds and 30 full inches of fat banished from the planet forever.** As in previous weeks, additional phase-appropriate recipes will be provided, along with video instruction to help you avoid becoming "bored" with your foods.
- ➔ Your original order of supplements will last about one month, and you'll make decisions about which (if any) you will re-order. We'll discuss this in detail during our phone call in Week 3.
- ➔ Continue your exercise routine and/or investigate new options to find a plan that works for you.
- ➔ At a minimum, you'll check-in with me each Monday morning with your new weight and measurements. But, you're also welcome to continue sharing your daily Food Journals, and I'm always here to answer any questions and provide support and encouragement. I am your personal Coach...your partner to better health now, and in the future.

# PREPARATION FOR A LIFESTYLE CHANGE

It only takes a little effort to make a HUGE difference!!

## Essentials you will need for class:

### Insulated Bag & Reusable Ice Packs

If you work outside of the home, you'll need a nice-sized insulated bag to transport snacks and meals. Make sure it's large enough for lunch and two or three snacks. Soft-sided bags with carrying straps are usually the most convenient. They are available from multiple retailers in assorted fun colors and designs...pick something that makes you look forward to what's inside.



### Water Bottle (refillable, or disposable...your choice)

### Shaker Bottle

Look for the type with the wire ball insert to be sure that your shakes will be thoroughly mixed and delicious. These are also fabulous for mixing your Isotonix and Fiber supplements.



### Supplements

Resist the temptation to open that box the minute it arrives on your doorstep. Specific instructions will be provided throughout the program for which supplements to use, and when. Think now about how you'll transport those with you when you're on-the-go. You can bring the supplement bottles along, or measure out what you'll need for the day and store in a pill box or plastic baggie.



### Assorted Containers for storing cut vegetables/fruits

Preparation is key! If it's already clean and cut waiting for you in the fridge, you'll be less likely to be tempted to eat foods that will sabotage your success. Wash and cut what you and our family will need for the week and store in air-tight containers.



### Plastic Baggies (sandwich or snack size work best)

Measure out 1 cup portions the night before so that you can quickly pack your lunch bag and be out the door in a flash. Variety helps eliminate boredom with your meals and snacks, and it's great for your body, too.

### White Binder with pockets for storing your class materials

Treat this as you would a college course. Read everything you're sent...study it. Ask questions. The education process is just as important as eating the right foods. You must understand WHY those are the right foods so that you can make good choices once there's no longer a food list. Remember: this will become your new lifestyle. Make it a priority.

### Daily Journal Pages

You'll receive this document a few days before class begins. Print out the number of copies indicated and put them in your Binder. Think now about how you will keep track of your food choices. Will you carry your Binder with you everywhere, or take one Journal Page each day and fold it up in your pocket or purse? Make this process convenient for you!

### Bathroom Scale & Tailor's Tape Measure

Be certain that your scale measures weight, fat percentage and hydration (water) percentage. If you don't already have a one, check my first email for a model suggestion.

Always weigh and measure first thing when you get up on **MONDAY MORNING** after going to the bathroom. (If you work night shift, be sure to let me know so that I can send you a special night shift tips sheet.) Don't be shy! Do it in the buff to get accurate numbers. You'll also want to pay attention to **WHERE** you place your scale. Each week, place it in the same spot. Believe it or not, numbers can vary from place to place in your home. We always want to be comparing apples to apples with your results.



## EDUCATIONAL VIDEOS

Videos are a great addition to your new lifestyle change. Pictures and videos are worth a million words sometimes. These videos will support the printed materials you receive as part of your education process.

The videos are part of the [TLSlim.com](http://TLSlim.com) website resource provided by Market America. There are lots of questionnaires, documents and recipes available to you through the site, HOWEVER, let's just stick to the videos that will be assigned to you during class. As you have time, explore the "extras;" they will still be there after you have completed your CIT Class.

Most likely, you'll be asked to complete the Weight Loss Profile before the website will allow you to access anything else, so go ahead and do that now (it only takes a few minutes). Use our Class Start Date as your "Commitment Date." After you answer the questions, you'll see a recommended food plan and some supplement suggestions based on your responses. Print that out and save it for our phone call in Week 3, as it will provide an excellent starting point for our "Next Steps" discussion. During this class, you'll use the supplements you ordered and the food lists provided by your Trainers.

Once you've completed the Weight Loss Profile, you're ready to begin watching the assigned videos for class. Go to "Resources" on the menu and select "Educational Videos" from the drop down box. I know you want to watch them all...but, let's not do that today. Right now you are at the beginning of this journey. Small steps first. Today, you will only watch the two videos listed below. Several of the other videos will be assigned later during class. Watch for the video icon in future Client chapters to know which one(s) to watch, and when.

During class, we use the TLS site as a support tool for video education only.



### ACCESS

Go to [www.TLSlim.com](http://www.TLSlim.com) and click on "Sign in" at the top right.

Enter the same email address and password you use on your shop.com website.



### Video Assignment:

1. [TLS Introduction](#)
2. [TLS Detox](#)

### SPECIAL NOTE FOR THOSE WHO ARE PREGNANT OR NURSING:

You will hear reference to certain TLS branded pill supplements in the videos. These supplements have been omitted from your program because they are not safe for your baby. The information you hear in the video is still relevant, and the pill supplements may be added to your program once you are no longer pregnant or nursing.

## Understanding **Leptin**

It's a **hormone** that tells your brain that the body's **metabolism** can function normally

### GreenSelect® Phytosome® **Green Tea** **Decaffeinated Extract**

Supplementing with **green tea extract** supports a healthy metabolism and burning of calories

\*Source: American Journal of Clinical Nutrition  
(Visit: [www.ncbi.nlm.nih.gov/pmc/articles/PMC2836327/](http://www.ncbi.nlm.nih.gov/pmc/articles/PMC2836327/))

## LeptiCore

In one

# 8-week study

individuals using

## 600 mg

 of

# LeptiCore

lost **body fat & body weight.**

\*Source: The use of LeptiCore® in reducing fat gain and managing weight loss in patients with metabolic syndrome  
(Visit: [www.ncbi.nlm.nih.gov/pmc/articles/PMC2836327/](http://www.ncbi.nlm.nih.gov/pmc/articles/PMC2836327/))

# ACCELERATE

your **WEIGHT LOSS**

## Chromium

**Average daily chromium consumption:** 33 mcg  
**Recommended Daily Value:** 120 mcg

➔ **What it's good for:** promoting a healthy metabolism and use of carbohydrates and fats; helping maintain normal insulin activity

Why **GREEN TEA** is **important:**

- Powerful **antioxidant** properties
- Promotes a healthy **metabolic rate**
- Promotes **fat-burning**

## WHO NEEDS A **CARB** **INHIBITOR?**

Slow  
metabolism

Excess  
body fat

Over-eating

Carbohydrate  
sensitivity

## WHY IT HELPS:

- Reduces the conversion of **carbohydrates into stored fat**
- Facilitates **carbohydrate use as fuel**
- May help **control the appetite**

# LeptiCore® — Not Just a Weight-Loss Ingredient



Nancy J. Miller-Ihli, PhD

This scientifically based and clinically tested ingredient can help people achieve their health and weight-loss goals. **By Nancy J. Miller-Ihli, PhD**

**Successful weight loss requires that we address inflammation, satiety and metabolic challenges.** Leptin is a hormone that plays a key role in regulating energy intake and energy expenditure, including appetite/hunger and metabolism. Overweight individuals have elevated leptin levels yet are resistant to the normal effects of leptin.

LeptiCore — a patent-pending ingredient complex of plant-based polysaccharides, esterified fatty acids, pomegranate extract, beta-carotene, and more — has been clinically shown to reduce leptin levels, as well as systemic inflammation. **The result is enhanced leptin function which means people feel full sooner (improved satiety), their metabolism is more efficient (improved thermogenesis), and they have good blood sugar control, allowing them to achieve and maintain a healthy weight.**

LeptiCore is also formulated with blue-green algae, which contains phenylethylamine (PEA) known to enhance mood by raising serotonin levels. **This is an important element for weight loss**, as improved mood has been shown to help individuals avoid stress-eating.

As a scientist and health professional, I always want to back up my nutritional recommendations with hard facts. **And the studies done on LeptiCore are very exciting.** For example, a recent eight-week study\* published in the journal *Lipids in Health and Disease* highlighted LeptiCore’s weight management and metabolic wellness benefits. **This study found that taking 600 mg of LeptiCore daily decreased body weight, body fat and waist and hip circumference, lowered leptin and c-reactive protein levels, and improved blood sugar balance, blood lipid profiles and serotonin levels.**

“In this study, participants achieved these great results *WITHOUT* modifying their food choices.”

## CLINICAL TRIAL RESULTS — 300 MG LEPTICORE TAKEN 2X PER DAY\*

<b>WEIGHT LOSS</b>	<b>↓ 5.4%, 11.6 lbs</b>	<b>BODY FAT LOSS</b>	<b>↓ 2.8%</b>
<b>WAIST CIRCUMFERENCE</b>	<b>↓ 4.4%, 1.8 in</b>	<b>HIP CIRCUMFERENCE</b>	<b>↓ 3.5%, 1.7 in</b>
<b>TOTAL CHOLESTEROL</b>	<b>↓ 18.0%</b>	<b>FASTING BLOOD GLUCOSE</b>	<b>↓ 7.9%</b>
<b>LDL CHOLESTEROL (BAD)</b>	<b>↓ 14.7%</b>	<b>SERUM SEROTONIN</b>	<b>↑ 28.6%</b>
<b>HDL CHOLESTEROL (GOOD)</b>	<b>↑ 13.7%</b>	<b>SERUM LEPTIN LEVELS</b>	<b>↓ 46.9%</b>
<b>PLASMA TRIGLYCERIDES</b>	<b>↓ 7.1%</b>	<b>C-REACTIVE PROTEIN LEVELS</b>	<b>↓ 15.1%</b>

It is excellent that body fat was monitored in the study, because **it showed fat was lost rather than muscle or water.** Also, reducing body fat — particularly in the abdomen, as shown by decreased weight and hip measurements — significantly reduces health risks.

One more thing: **In this study, participants achieved these great results WITHOUT modifying their food choices.** Just imagine what can be achieved when LeptiCore is combined with a healthy, low-glycemic eating program and proper exercise. The results can be outstanding!

Studies like this show that LeptiCore offers great support to individuals who want to lose weight, and improve their body composition and cardiovascular health. In my opinion, **LeptiCore is much more than a weight loss ingredient. It is really a wellness ingredient because it can positively impact so many aspects of health.**

\*Source: Kuate et al, The use of LeptiCore in Reducing Fat Gain and Managing Weight Loss in Patients with Metabolic Syndrome, *Lipids in Health and Diseases* (2010) 9:20

**Nancy Miller-Ihli, PhD**, is a former USDA National Program Leader for Nutrition and is a guest member of the nutraMetrix® clinical faculty. She is the senior author of more than 70 peer-reviewed publications and has authored a white paper on obesity for the White House. Dr. Miller-Ihli is a strong proponent of low-glycemic impact eating as part of a healthy lifestyle and is committed to community-based nutrition education.