

Transcription of April 12th, 2018, Team Call “2B Mindset”

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00:00:01 Jenelle: Hey everyone! My name is Jenelle Summers and this is the Team Hardcore training call and today is April 12th and today we're going to be talking about 2B Mindset, the new program that is launching on May 2nd and so many of us are so excited. Hopefully you watched last week's training where I talked about cold-market invites, but I also talked about the fact that we're in a place right now in our business where our market, the people that we can help and serve, has just expanded tenfold and this is one of the ways that we're going to be able to do that. So I'm very, very excited and I want to get right to the content, but I do want to just remind you to watch the Super Saturday video from Super Saturday and it's in your online office now. I double confirmed on that. It is in your online office. In fact, I watched it again. Our guest speaker, Leah, is on that video in fact. It's packed with information. Like I had to watch it twice, like I said, and I even was like hitting “pause,” and writing some more things down. Like there is so much information there that you need to know. It's not a super long video, like maybe 30 minutes, but you have to watch that Super Saturday video, so much information, so much is coming our way, so much that you could be leveraging in your business and incentives for you and you're just going to miss out on all of that if you're not in the know. So make sure you watch that and also realize that we're not even half way through the month yet, so you've got plenty of time to make this like an amazing month. So even if you didn't quite start off with a bang, that's okay. It's not too late. Okay, so with that, let me introduce to you our guest speaker Leah Case. Leah is a mom and a wife. She's a 5-Star Diamond in her first business center. She's a 1-Star Diamond in her second business center. She's a 500 K-Club member, which means she's earned over \$500,000 in her business so far and she's a Success Club Legend. She's also one of my leaders, one of my personally sponsored coaches who I consider an amazing leader in this business and an amazing one our Team Hardcore leaders, and an amazing friend. I think Leah is so funny. I just adore her. I know you will too if you're not familiar with Leah yet. She was in the test group and she really has such a great knowledge of this program and a great way of explaining it especially coming from someone that maybe wasn't all into the idea of it when she first heard of it. So, I'm going to let her explain some more of that. So with that, Leah are you there?

00:02:42 Leah: Yes. Can you hear me?

00:02:44 Jenelle: I can hear you. Let me make sure...yeah, and I can see you.

00:02:48 Leah: I just got bigger. Okay, awesome and yes, watch the Super Saturday video at My Super Saturday. People were talking through the whole thing and I like went, "Shh!" shushed the whole room of 500 people. I was so mad.

00:03:01 Jenelle: That's so funny.

00:03:05 Leah: So I told Jenelle that I was just like taking notes on this and I could talk about this with you guys for like two hours, but I'm not going to do that because I do have to pick my kids up from school, but I'm so excited to share with everybody about 2B. So should I just hit it Jenelle?

00:03:17 Jenelle: Yeah. Hit it. Go.

00:03:19 Leah: Okay. Awesome. So just want to do a quick introduction of myself because I'm sure there's a lot to my story that you guys can relate with. So been with Beachbody for over nine year, which is crazy. That's a really long time. And when I was 20, I realized that I...so I was always really overweight as a teenager and I realized I needed to lose more than the 5 or 10 pounds that I needed to lose. It was more like 50-60, so I joined Weight Watchers. This was like 15 years ago and I lost weight with Weight Watchers. It was great. Loved the program. I got married when I was 24 and when we got married, I quickly gained 20 pounds like in the first three months of getting married. So that's when I found Beachbody. I discovered Turbo Jam. I met Jenelle. I think I just like randomly emailed her, like, "Hey, you're in Chalene Extreme. You're cool." So that's how I found Beachbody and that's how I got that 20 pounds off that I gained when we got married and of course fell in love with Beachbody and everything that we do. So this was pre-Shakeology, pre- all of that, but in my fitness journey or weight-loss journey or whatever, I lost the 50 pounds. I've kept it off over...now it's been 15 years and I hit this weight that I could never really get passed. Like just like a weight that my body's really comfortable with and I was just kind of like, "Well maybe this is just like the best that I could do." But I've always wanted...I know that I have like more weight that I wanted to lose, but I guess I just couldn't ever get there and I've tried everything. Like I said, I did Weight Watchers. I have a list here. I've done If it Fits Your Macros, regular old calorie counting. I've done intermittent fasting. I tried Keto for about 12 weeks, Zone dieting which is like the CrossFit thing. I mean I've even done like the lemon juice and cayenne pepper and maple syrup, if you guys remember that one. Like the list goes on. I have done it all and I've just kind of like felt like, "I guess this is just the best I can do." And so it hit a point like in the fall, actually this past fall. So I've been counting like points or macros for weighing my food or whatever for 15 years now and I was so tired of it. Like I told my husband, "I can't live like this anymore. I don't want to do this. Like I don't want to be a slave to food. I'm so tired of it," and I just stopped because I was sick of it which, I mean, you do have to kind of know what

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you're eating to not gain a bunch of weight. But then I heard about the 2B Mindset and I'll be really honest with you guys, when I saw the Sizzle reel I think that was in the fall when they first announced it. I was like, "Well that program looks really dumb and it looks like it's for beginners or it looks super cheesy." Just so you know my track record, I also thought Shakeology was dumb. I thought Success Club was dumb and I thought challenge packs were dumb. So obviously I should probably not follow my instinct here. So I just like didn't really get it and I kind of wanted to dispel some myths when I was talking to people at Super Saturday this weekend, it kind of felt like they thought the same thing: that it's a beginner program and it is 100% not a beginner program. So I'm going to talk a little bit about my experience, my personal experience with the 2B Mindset and then I'm going to give some tips on how you personally could start preparing for the 2B Mindset and then I'm going to follow it up with some tips to prepare your business for the 2B Mindset because guys, it's going to blow the doors wide open for us and I can't wait. So, like I said, I thought it was dumb. I was given the opportunity for the test group and my honest, initial reaction was like, "Yes, I would love to do that and then also I'm going to count my calories while I do it because obviously," ...like I couldn't let that go. So the first few days I was skeptical. So as you know, it's a video-driven program. I think they said it's like 26 videos. It was a little bit different in the test group. So I started watching the videos and I was like, "Okay, yeah, I can get behind some of this yes. Ooh, yeah, not really getting behind that," you know? So I just kind of bled in like really with my defenses up and then I started to get to know Alana through the videos and through the test group, which you guys will have the opportunity to do as well with coach test group, and I realized, "Oh my gosh! This girl actually knows what she's talking about." So people in the test group are like freaking out, like, "We need to know how to prep." You know we've all done all of our programs that need like prep time. You have to have a shopping list. You have to have all of these things to get ready and 2B Mindset is not like that. You could all probably start today with what is in your house.

00:07:50 Jenelle: Oh wow!

00:07:51 Leah: So it's just like this easy program and I was like, "This seems too good to be true." So I started following the program and we're like pretty tight-lipped about things that we can and can't share, but you follow Alana on Instagram and she talks about water first and veggies most and that's just a big component of the program. So I started implementing it and it was right before winter break for my family and we were going to Great Wolf Lodge and we were going to be out-of-town for a week and I think typically when we travel we think, "Oh well, you know I'm just going to blow all my progress," or, "I can't follow this program when I'm traveling because I'm going to be in a hotel," and I was able to follow this program flawlessly traveling and still lose weight that week. Coming home from winter break with my kids staying in a hotel on the road and still lost weight because it

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wasn't something like...I want to be clear that I'm not knocking the container program because the containers are great. They work really well for some people. They don't work really well for others. It's a great system and this is not something to replace the containers for people who love them, but it's also...I saw people in the champion's page saying like, "How does this incorporate with the containers?" It completely doesn't. It's a separate program. So if you were doing containers you'd have to kind of like prepare ahead of time when you're traveling and with 2B Mindset you really don't have to prepare ahead of time in order to travel or like when you go to Summit or when there's a holiday. You can really work with the program and I think that's just really unique. It's something that's going to speak to a lot of people. So...I lost my place in my notes. So I have here like I honestly feel that for the first time in my entire life...like I said, I was a very overweight teenager and adolescent in college and I finally like have learned how to live in moderation and really learn methods to like decide, "Okay, you know I want to have pizza with my family on Friday," and she gives you all of these tools to determine like, "Do I really want to have pizza with my family on Friday?" And she always uses these catchphrases like, "Do I want to have a weight-loss day or do I want to have maintenance day? Do I want to like feel really great in the morning or maybe know that I might feel a little bit bloated in the morning?" So she gives you these tools to help you determine if you really want to have that treat. Something really unique about this program is that nothing is like off-limits or banned, so it reduces that like binge and restrict habit that a lot of people get into and I know we've all seen it. Like I see it with my own challengers. Like, "Oh at the end of 21 days I'm going to go have a margarita and a pizza and a burger and ice cream," and then they feel sick and they gain back a bunch of this weight. So this program kind of goes against all of that. So I've lost just under 10 pounds in 62 days which I realize like...you know our programs for years have been saying like, "Lose 15 pounds in 21 days," or, "Lost 20 pounds in 60 days," which is great, but like I just said, you might see these amazing results and you can't keep them off because it might have just been a little bit too extreme or it doesn't fit with your real life at all. So when you're majorly restricting the kinds of foods you're eating or the amounts of foods you're eating or you're saying, "No, you can't ever drink in this program," then when you get back to real life it just kind of like spirals out of control and so this has been a really slow, but easy-to-maintain weight loss and it's honestly like been so easy. I don't feel like I'm on a diet. I don't feel like I'm on this crazy program and it's like we had Easter, we've had spring break, we've had winter break and my weight has just continued to just slowly go down and I know that it's going to stay down. So one thing that Alana says regularly and you guys are going to hear it too is, "This is the last time you will ever have to lose this weight," and I know with confidence that I said I've been like stuck at this weight and I didn't think I could do any better. I know with confidence that I will lose the last 15 pounds that I want to lose with this program and I will be able to stay there because of the tools. And it's like this empowering thing to know that I'll be able to do

that and still we host a lot of people at our house for meals all the time. My husband is a pastor so we just have a very social life revolving around meals and I don't have to be the person at dinner that's like, "Oh yeah, I can't eat that," or like pull like a bag of broiled chicken breast out of my purse at somebody's house. Like, you don't want to be that person, right? That's like, "Oh hang on, just a second." Like you can truly live with this program. The freedom...I just I can't wait for you guys to see it. So that's like a physical change. I'm going to have to get all new summer clothes which is awesome and also annoying. I was telling Jenelle, right before we jumped on, that I am a Cross Fit girl. Ooh, the secret is out. So I do Cross Fit, love it, and I taking over a minute off my mile in less than three months which is like pretty crazy because when I started Cross Fit I couldn't run a mile and now I'm running an 8-and-1/2-minute mile, but at Christmas I was running a 10-minute mile, so it's like...and the only thing that's changed is my nutrition and following this program. And I was having really bad knee and hip pain and that has really gone away, which is great, and I know it's because I'm fueling my body well. Those are the physical changes. I'm loving food. Like before I would kind of be like, "Oh, I have to hit whatever grams of protein," and you just kind of like start shoving egg whites in your mouth and you're like, "Ugh!" and it's like there's none of that because it's just simple. So I'll stop raving about all of that. One thing she said that really stood out to me and that I think like I believe the lies myself when I said, "You know I've been stuck at this weight." She's like, "Your body wants to lose weight and if it's not coming off it's because of a reason and so the program's going to teach you to listen to your body and show you how your body's reacting to food, show you the days that you...the weeks that you have good weight-loss weeks. What were you eating that week? Or if you don't, what were you eating that week and how your body's responding?" It's just like...it's so intuitive. And then there's another big rumor out there I guess, is that you can't workout on this program and I think that people think that maybe because in all the sisals and everything it's like, "You don't have to exercise. You don't have to exercise." So people are like, "Well are you allowed to exercise? I have to exercise." You can exercise. It is encouraged to exercise, but it's not required. So if you have like a friend who has like 150 pounds to lose, they don't want to exercise. It hurts their body to exercise. So this is a program where they're going to see results doing the nutrition aspect and when they're ready, then we can introduce them to the exercise piece, then we can show them Beachbody On Demand. So somebody that has that exercise aversion, they're going to get to love it as they start to love their body more. So yes, you can workout. And then I just feel like this program just really ends that cycle of, I've said it a couple of times, like of the extreme discipline and then the extreme relaxation, which creates this like up and down in your weight-loss journey where you're like, "Oh yeah, I lost 10 pounds. Oh, I gained 7 back. Oh, I lost 5 pounds. I gained 3 back." It stops it and it just makes it a little more steady. So that's my personal experience with the program. You guys, I can't rave about it enough and I have told my husband this is something that like I will be doing for life.

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There is no end to it. That's another question people have. This is a life-long program. It's not a 60- or 90-day program and it is amazing. So I just want to give you a few tips for yourself as you approach the 2B Mindset. This is going to be hard for us coaches. Leave what you know at the door. So you're coming in with all of your containers' knowledge. You're coming in with maybe knowledge on intermittent fasting or macros or whatever your background is. We've all learned so much and we've worked hard to learn this information and I want to encourage you to just kind of like stick that to the side because your instinct is going to come in like me and try to customize it or be like, "Oh yeah, I really like this part, but not this part, so I'm going to change that," and I just really want to ask you right now to not do that and just trust Alana. She's lost 100 pounds herself using this program and she has helped thousands and thousands of others do it too and trust her. There are going to be some things in the program that are going to rub you the wrong way and again, I just want you to trust her on those things and then you're going to understand it as you watch the videos. Any question you have...like people are in the test group are like, "What about travel? What about if I hit a plateau?" And they're like, "There's a video for that. There's a video for that. There's a video for that." So there is a video for that. Trust her and the videos will explain it. Purchase the program the day that it comes out and then join the group Alana is leading. So I think it's called like "Office Hours with Alana," and she's going to be doing live videos in there and you guys, like I have probably 50 pages of notes from calls with her. She is passionate about what she does. She will help you see results and she will help you help your customers see results. I would recommend doing the program yourself for like a week or maybe two weeks in Alana's group before you launch your own challenge group because it's really different. I think a lot of our programs before you could say, "Here's your container formula. Stick to the container formula." This is a little bit more, "Hey, here's the formula." There still is a formula. "Now let's figure out how it works for your body." So the first week like I wasn't eating enough because I had always felt like you needed to eat these tiny meals, but I learned and so that may be a little bit like, "Wait, but I want to sell this program." Sell the program. Start selling it May 2 and say, "Hey, we're going to start May 15th or whatever," and learn the program. Watch the videos so that you can answer questions without trying to fix the program for them. So...or get...try to get into a group with somebody in your upline or downline who was in the test group and do it with them. So it's just not as cut and dried. For example, there's a girl in the test group who was like she was not losing weight and she said she was measuring her olive oil and she was cooking using the cap of the olive oil bottle because that's what Alana does in the videos. She was trying to figure out, "Why am I not losing weight? Why am I not losing this weight?" So then she switched to measuring it with a measuring spoon, started dropping weight. And another girl was like, "I'm not dropping weight. I don't understand it. Like I'm doing everything right," and she looked and garlic was a consistent in her tracking and she cut the garlic and she started losing

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weight. So it just takes time. You're not going to lose 15 pounds in 21 days because you have to learn and listen to your body. So just stick with it. She says over and over and over and I'm just going to reiterate this as well is that you're going to see more weight loss in months three and four and beyond of the program than the first couple of months because you're learning the program and you're learning how your body works and that thrills me because I am over-the-moon with my results in two months, like what's it going to look like three months from now? So now using 2B for your business. Just a few quick with tips...I want to check my time really fast. Okay, let the program do the teaching. So you're going to be tempted to get on there like we've always done and teach and teach and teach. Let Alana teach. Encourage them when they have questions to go back to the videos and if they can't find the answer in the videos, they come to you. You can go to our test group with Alana and ask questions there. So resist that urge to know everything and just learn along with your challengers. Learn the program. The program does not need your expertise, but your customers need your encouragement. Your customers need you to look at their trackers and so they can be honest in their trackers. Your customers need a place to vent if they aren't seeing the results as fast as they want. Don't try to be the expert in this. Be the learner with them and let Alana be the teacher here. Let the flexibility of the program sell itself. So the last few years of our programs, I personally feel like it's been six to seven days of really hard exercise, no rest days, really intense nutrition, and this is different than that because exercise is extra credit. So your people may want to like...like I said, I'm a Cross Fitter. After my third child was born a couple years ago, I really needed that social outlet. I'd been working out at home for seven years and I needed the social outlet. So if you have a customer that's like, "I'm just really needing the social outlet," maybe encourage them to go check out a class at the gym or if you meet a friend at the park who loves Orange Theory, you have a product for them now. They may not want to take Beachbody On Demand. You have an amazing transformative nutrition program for them that also pairs beautifully with Shakeology, Daily Sunshine, and the bars. So just because they're not on Beachbody On Demand, you're not like, "Oh, well I didn't make any money off them because they're only buying this program." No. There's ways for them to have our other products without using Beachbody On Demand. So use the flexibility that it is a stand-alone product and it's not like, "Oh, do your workout Monday through Saturday." If somebody wants to work out...how much do you guys love that the new Joel program is four days a week? Like that speaks to my soul. Like let people love the flexibility and the release sounds weird, but it's just so relaxing. You're going to love it. Talked about some people don't want to exercise, but I was telling Jenelle that I have really felt kind of...I haven't known how to share my fitness journey the last few years since I have been doing Cross Fit and I obviously hugely believe in our fitness programs, but I feel like now I have this huge opportunity like not only with people just at my gym, but on social media as well, to start connecting with people who really do love fitness and nutrition,

but they don't have any desire to workout at home. There are people like that. And it's like this is a huge opportunity for us. Instead of trying to convince those people to come home, they can stay doing what they love, and we can still help them and then they can help others and they can help others. You know what I mean? It's like seriously huge. I know some people are upset that it's not on Beach On Demand and it's not included. Do not be upset about this. This is amazing for your business.

00:22:35 Jenelle: Yeah. Completely.

00:22:37 Leah: So like I said, Shakeology, bars, and Daily Sunshine, beautifully incorporated. I'm actually like waiting at my door for my bars to come, cannot wait. And like I said earlier, don't sell this as a beginner program. I keep seeing coaches do that. Like, "I've got a beginner program. If you're wanting to learn the basics of nutrition before you move on to our more advanced..." Don't do that. You're doing the program a huge disservice. It is a well-rounded, well-thought-out program for the person who has 100 plus pounds to lose or the person who doesn't want to lose any weight. They said in the original test group there was a girl who was like, "Oh, I don't have any weight to lose," and she ended up losing like 11 pound and she's like, "I feel amazing!" Which I loved. She did mention...just so you guys know...this program truly is like for 98.9% of the population. She did say that if you have something like type 1 diabetes that she would recommend working closely with your doctor and this is not a program like you as a coach should really take on for somebody who has something like type 1 diabetes. And like honestly, if somebody's wanting to do a figure competition or a bikini competition or something like that, this really probably isn't the program for them because it's more like a life style versus...like that has a very specific end goal, so different. And then she said if you guys were in the Champions' Page, I recommend going and watching that, that she would not recommend that somebody starting this pregnant. So if you know the program and you've been doing the program then you could keep doing it pregnant. Don't start it pregnant, but it's amazing post-partem. I've seen some girls in the test group, like they're literally just like melting away, but their mild supply is staying post-partem, so. I said here that 2B is for anyone who is tired of the struggle, who's just tired of being stuck gaining and losing or binging and restricting or emotional eating or stress eating. It's truly for anyone. And then I have here my last few notes...I'm almost done. I'm sorry. I could talk for hours you guys.

00:24:38 Jenelle: Oh my gosh, we love it. And we do have some questions when you're ready.

00:24:41 Leah: Perfect. Yes. So some breadcrumbs in your posting. Like I said, "Water first, veggies most." Alana is bread crumbing a ton about the program. We're all like, "Alana, stop! Stop giving it away." However, for things to start posting...if you, as part of marketing and branding, are somebody who says,

“Stay off the scale. The scale is the devil. The scale isn’t...” If you’re demonizing the scale, I really recommend you stop doing that because you could be shooting yourself in the foot. I can’t go into that a ton with the program, either to stop talking about the scale or start talking about it as the tool for your weight loss because Alana is definitely a fan of using the scale to weigh yourself, not your food. And talk about how the freedom in not counting calories or measuring food. That doesn’t mean you’re going to be eating doughnuts all day or cake all day and you are tracking what you eat, but it’s like...like this morning for breakfast, I wrote like, “Kodiak cakes mixed with an egg, coffee and cream.” So I didn’t have to write like, “One teaspoon of cream,” and for lunch I just write, “Cauliflower rice with chicken sausage and marinara sauce,” so very loose tracking. Just start talking about like, “Are you ready to be done counting calories? Are you tired of counting points? Are you tired of this?” And you can kind of talk like that, so. That’s all the notes I had. I stopped myself at four pages. So...

- 00:26:01 Jenelle: That was amazing.
- 00:26:02 Leah: Okay, I want to leave time for questions because I know it’s been so unknown. They’ve been like so tight-lipped about this program.
- 00:26:08 Jenelle: Yeah, yeah. Okay, well we definitely have some questions. I have a question and I have some questions that came in and you guys, definitely type in some more questions if you have them on the chat. I’m going to scroll through those and yes Rosie, I see yours too. I’m going to get to yours too. Okay, so I have a question about and I think Rosie had the same question, what’s kind of like that one-liner elevator speech as far as what this program is?
- 00:26:34 Leah: Mmm.
- 00:26:35 Jenelle: I mean a word you actually say. It’s a transformative-nutrition program.
- 00:26:39 Leah: Yeah, it is.
- 00:26:40 Jenelle: Is that what you’re saying?
- 00:26:41 Leah: Yeah. You’ve got this thing and I’m like, “I want to talk to you for 20 minutes,” like it’s like a life-style shift to love food versus like being scared of food or a slave to food. It’s like truly a mindset shift when it comes to nutrition.
- 00:27:02 Jenelle: Okay, I’ve been thinking, probably incorrectly, that it had a lot to do with emotional eating, that it really focused on emotional eating? It’s not.

- 00:27:09 Leah: No. So it does a little bit. I, like I said, super-overweight teenager. I've never been an emotional or stress eater. That's not something I struggle with at all. I shouldn't say at all. I mean I think we all have our like, "I'm stressed. I need chocolate." There are videos that talk about emotional eating, but the program is not about emotional eating.
- 00:27:28 Jenelle: And are these videos something you watch in order and you need to watch them within the first week or something like that?
- 00:27:35 Leah: So I watched them all in like one day because I'm so fell in love with her. She is the cutest person ever. I was telling Jenelle, that I was like, "If you told me, 'Eat like an iguana,' I would because you make it sound amazing." Yes, so there is an order just to learn the basics of the program, but then there's definitely like, she has a video for like, "You don't like cooking?" So I didn't really watch that video because I love cooking and we only eat at home, so I didn't watch that video, but then she does like, "A Grocery-Store Tour." So you can kind of watch them as you need it. If you have a trip coming up, you could watch the ones on travel, if you have a holiday coming up. So yes, there's going to be some that you're going to watch in order and I haven't seen like the full packaged program yet. But yeah, they're like...I think they said two to ten minutes, the longest one.
- 00:28:22 Jenelle: Okay, so another question was, "How long should we make our challenge groups? Should they be 21 days? Should they be 3...like how long?"
- 00:28:32 Leah: So I what I was going to do and the girl that I'm in the test group with, we were going to do like...so we have our on-going challenge groups and things like that. We're going to make a separate group for this that is only focused on 2B and we'll probably do like 30 days really focused and then at that point, I'm not sure if we will start...we'll have an on-going 2B community because I think it's a really...to get the 2B Mindset, it's just so like so positive and you want to share all of these recipes and stuff like that, so we'll have the on-going and I'm not sure if we'll start a new challenge group every month for that or if we'll add everybody into the on-going. But I think 30 days would be a good start to get like people started, but then keep walking the through it. Like this is going to be a little bit more relational than like somebody doing the 21-Day Fix, I think. Like you're just going to stick with them longer. So...
- 00:29:26 Jenelle: So about 30 days focused. Is it okay, do you think, to do 21 days? Because I've been in this habit of all my groups pretty much being about 21 days and it's just really has worked with my calendar and I think a lot of people are used to 21 day groups. Do you think that still works too? 21 days focused?

- 00:29:40 Leah: I think you can do that, but I really think you need to give them the on-going support option and a kind of on-going community.
- 00:29:48 Jenelle: Okay, and do you think they can be doing a Beachbody...I mean I know obviously they can be working out, but do you think it's okay to recommend, "Yeah, do 21-Day Fix with it and don't worry about doing the Piyo meal plan. You can do this with your Piyo," or whatever?
- 00:30:03 Leah: Yes. So in apparently like the full-package program, they're going to have like, "How to use 2B with this program and that program," and they were very clear in the test group, like, "If you have a customer who wants to do 80-Day Obsession and wants to see the results of 80-Day Obsession that you're seeing in the before and afters, they need to follow the 80-Day Obsession meal plan," but there were tons of people in the 2B Mindset test group doing 80-Day Obsession workouts. So yes, any program.
- 00:30:33 Jenelle: Yes, okay. Okay, great. Okay, so I'm going get to some of the questions here. Let me scroll up to the top a little bit. "Leah, can our people do 2B Mindset while they're," oh, I think I just asked this, but, "while they're doing a program with 80-Day Obsession or do they need to go through that before they jump into another program and that program's meal plan?" So I mean I think we just addressed that, right?
- 00:31:03 Leah: And honestly, like I keep seeing people in the 80-Day Obsession group with Autumn be like, "Oh, I'm going to finish this round of 80-Day Obsession and then I'm going to do a round of the 2B Mindset and then I'm going to go back and do another round of 80-Day Obsession nutrition," and it's like they just don't understand the program yet, that they can keep doing 80-Day Obsession and do the 2B Mindset. So it's really just like the nutrition piece, but again if you're wanting that like body-builder bikini competition physique, then you might want to follow the 80-Day Obsession meal plan.
- 00:31:30 Jenelle: Right and that's obviously going to have a lot more rules attached to it.
- 00:31:36 Leah: Right. Wrinkles, you know? And like I said, our container program is amazing and some people love that structure and need that structure. Don't take that option away from them, you know? Let them love it.
- 00:31:48 Jenelle: Right. Okay, so I think we addressed...because these questions were asked earlier on. I think we addressed this one. "I'm curious how this will support the program meal plans. I mean I'm all for a shift in the mindset with the relationship with food, but I'm just curious how this will support our meal plans?"

00:32:07 Leah: So yeah. Completely stand alone. Doesn't support...I would say it like speaks against our meal plans, but like somebody would be doing the 2B Mindset nutrition and Piyo...nutrition or 80-Day, 21-Day Fix, and 2B, you know? So you wouldn't like try to mix them together, because it wouldn't...

00:32:30 Jenelle: So we need to listen to people's needs and if someone is someone like, "I need rules. I need..."

00:32:35 Leah: Put them on the containers.

00:32:36 Jenelle: Yeah. Yeah.

00:32:38 Leah: There are rules with 2B. There certainly are rules with 2B. Like at dinner time, like our dinners have drastically changed being on 2B Mindset. And I should say like I have three kids that are two, four, and six and they're eating the 2B Mindset food. So we're not like creating separate meals. You know everybody's eating this. It's amazing for families. You know her whole thing, "Water first; veggies most." I now have my kids sit down at the table and we all drink our water before we start eating. A great program for families. So, yes. Your meals will probably change from how you're eating now. It's not like this free-for-all and "I'm magically losing weight and I'm eating whatever I want." No. Your food's going to change, but it's like there's freedom in that change.

00:33:19 Jenelle: Got it. Got it. Got it. Okay...

00:33:24 Leah: If you guys go to my Instagram, my Instagram is [gracegatheredlife](#). In my story highlights I have some of the meals that I've been making and I've been posting some of that so you can like see...I'm not allowed to share like the specifics of what the meals look like right now or else I would tell you like, "At dinner you'll be eating this." It's going to make sense when you see it.

00:33:46 Jenelle: Okay. All right. Awesome. So that's [gracegatheredlife](#). Rosie asks, "Leah, I've done for years an elimination diet challenge to teach people about how to eat clean. Would 2B Mindset replace something like that or might complement or not even go with something like that?"

00:34:06 Leah: I do think it would complement. I think it would complement because a lot of the program is about what works with your body. So like I was finding that...I'm trying to think of like this specific food that was giving me issues. Like when I eat brussel sprouts I always end up gaining weight because it makes me bloat so much. So that would be something, I'm assuming, in like an elimination thing. So yes, it would go. It's whole foods. It's healthy foods, lots of vegetables, so I think it would complement it.

00:34:37 Jenelle: Right, okay. Awesome. And Alexis had asked about the garlic. She was concerned that maybe...and I'm not laughing to say that was a dumb question, but I'm just saying she really likes garlic so she was concerned about that, but that's just someone's particular reaction...

00:34:53 Leah: ...has an allergy to it, but Alana says it's actually a really common thing that causes people irritations with it. I had no idea. How bizarre.

00:35:00 Jenelle: Oh I totally. It's totally for me. I can so healthy, so healthy, but if I have certain seasonings, look out. I'm going to look like I'm 67. Yep. Yep.

00:35:10 Leah: She said garlic and onion. So yeah, I mean interesting, but that girl was like, "What is going on?" and then she realized she was having marinara sauce which had garlic in it, and she was like, "And basil." So then she like cut out basil, but the garlic...and then when she realized that, she was like, "Oh my gosh, now I've lost four pounds in a week.

00:35:27 Jenelle: Yeah, it's crazy because you don't even realize how much that's impacting your weight and then when you feel like you've gained weight and you've been eating healthy then you feel defeated and you don't have that momentum to keep going and eating well.

00:35:44 Leah: I know you guys want to know all these details and you want to understand it, but you're not going to understand it until May 2nd. Like...and then you're going to see the first video and you're going to be like, "This is what I've needed my whole life." If you have specific questions like reach out to me or put them on the team page or shoot me a message. I'm more than happy to answer them, but I just hope that I dispelled some maybe myths or misconceptions you guys had and gotten you excited about it because it's like amazing. I can't say it enough.

00:36:13 Jenelle: That's so awesome. Well I know you have to get going Leah. Thank you so much for taking the time. This has been so helpful and I know I'm going to have more questions as time goes on and you guys, you can post questions in the Coach Success group, but if I can't answer them I might ask Leah or Leah might be able to chime in as well, but yeah. Thank you so much for doing this. And now for the test group that coaches can be in, I don't remember the exact details because I didn't write them down before this call and I should have. You don't happen to remember offhand?

00:36:44 Leah: I think you only have to purchase a program.

00:36:46 Jenelle: But until what date? There was certain dates.

00:36:51 Leah: Ooh, I don't know that. I don't know the dates.

00:36:52 Jenelle: Yeah, I don't either, but you guys, it's in your online office.

00:36:57 Leah: ...by the program - \$75. Like that is such a great deal. You don't ever have to pay it again. You know like with Weight Watchers it's \$12 a month or something like that. Like you're paying \$75 and it's amazing.

00:37:08 Jenelle: And do you recommend getting the app with it? Because I know that's...you don't have to get the app.

00:37:13 Leah: We don't have the app yet, but I'm really excited about it because I like tracking my food on my phone. So I've actually been tracking in a spread sheet instead of on the paper trackers they gave us, because I really like using my phone because it's with me all the time.

00:37:24 Jenelle: Okay, so you guys didn't have access to the app? But yeah, that is going to be an option for us, you guys, so that'll be great.

00:37:30 Leah: Yeah. And one thing I was thinking, a random tip, that might be really good like if you do incentives and stuff like that for your customers, like, "Hey, for the first five people who sign up," I might get them like a cute water bottle or cup. You can get those on Amazon like [unintelligible]. They're going to get a water bottle with the program, but that could be like a really fun little giveaway or like I said, the bars may be a really good like, "Oh yeah, buy bars because they are totally incorporated into the program."

00:37:54 Jenelle: Oh my gosh, that's awesome. Perfect. Okay, thank you so much Leah. I loved this.

00:37:59 Leah: Thank you guys and again, let me know if you have questions.

00:38:02 Jenelle: All right. Thanks you guys and we're going to go ahead and sign off. Thanks for getting on everyone and I will see you next week. Bye-bye.

00:38:15

[End of Recorded Material]