

## Nutritional Training Program for TFW

Video 5 <https://youtu.be/lAunM-ex5ug>

Video 6 <https://youtu.be/HNvZVJqa-SQ>

Video 7 <https://youtu.be/iKgMMej1NiE>

This training document is a recourses guide to help coach and educate our client on better nutrition, along with better habit modification. All our Fitness Professional will follow the guidelines, recommendations, and strategies that are in this document to coach client threw the TFW nutrition program.

Good nutrition for optimal body composition (fat loss, muscle gain), optimal health, and optimal performance (sports or everyday) usually requires a move away from the typical North American dietary habits and a move toward more nutritious, physiology-friendly habits. Most of our clients are very busy and sometime they neglect the planning and preparing it takes to have better nutrition. They follow the typical North American dietary habits that are not going to help them accomplish their fitness goals. This type of dietary habits leaves us over fat, rundown, and deficient in multiple areas.

You will use this document along with watching video and working over educations information to help develop your knowledge and confidence in coaching client with the TFW Nutritional System and AdvoCare supplements.

## Coaching Clients with the Nutritional System and AdvoCare Supplements.

**Overview:** Responsible for supporting each new client with our Nutrition System and AdvoCare supplements.

**Primary Responsibilities include, but are not limited to:**

- **Take Ownership** –The Accountability Coach (A.C.) takes ownership with a TFW client, walks them through the Nutrition System and help them achieve results.
- **Know Your Client:** Since the A.C. is KEY to helping the client get results, it is very important to develop a relationship and trust with them. Be familiar with and review all information the client has submitted and shared with you. This includes their short/long term goals, eating habits (checking MyFitnessPal), family members, occupation, health history and hobbies.
- **Outstanding Personality/Etiquette** – You will be talking with TFW clients, who are VERY important to us as individuals and are looking for help and results. You must be comfortable conversing on the phone, in person, and through email. You must know how to conduct yourself professionally, make clear messages and deliver clear instructions to the prospect or client. We cannot teach manners and professionalism. You are working for them and they are looking to you for help as a new client. Any communication with them MUST reflect the Mission Statement and Core Values of TFW.
- **New Client Nutritional Intake Forms:** All clients will need to fill out 3 intake forms that consist of Ready For Change Nutritional Questionnaire, Social Support Questionnaire, and the Kitchen Makeover Questionnaire. This information will be used to understand clients' knowledge of food and what type of environment they are currently in. You will add up the scores of each intake form and use this information to categorize the client. You will use the scores from the intake forms along with assessment results to place a client into A, B, or C categories for coaching nutrition.
- **Nutrition Intake Categories:** Once the assessment is completed and the intake forms are graded a client will be placed into A, B, or C category. A category clients are in a low percentage of body fat range, the understand how to shop for groceries and preparing food in not a problem. They may need more specific nutritional coaching. B category clients are in the moderate range for body fat percentage, they have a basic understanding of food selection, food prep and grocery store shopping. They will need more understanding of portion size, calorie consumption, and food timing.

C category clients are in the high body fat percentage range, they will need educated on shopping for food, understanding timing of food consumption, and general meal preparation. These clients do not have the general understanding of nutrition and they typically have a diet in high processed foods.

- **Assessment:** The assessment will consist of Goal Setting, body fat analysis using the BodyMetrix, Girth Measurements, Push-ups, Pictures, and review of days 1-10 of the nutrition system and AdvoCare supplementation.
- **BMR (Basal Metabolic Rate):** The software of the BodyMerix will give you an estimation of the clients BMR or we can use the BMR Formula worksheet with the Harris Benedict Equation. We want this information to understand the basic energy requirements for each client.
- **Days 1-10:** During the assessment process all clients will be educated on the first ten days of the nutrition system. The client will understand the meal recommendations along with what supplements they will be utilizing. Fitness Professional will let client know they will be in frequent contact with email or phone calls during the first ten days to support the client. The Fitness Professional will also plug the client into the Infusionsoft automation program along with scheduling a quick reassessment days 8, 9 or 10. Clients will also be informed to start tracking on the MyFitnessPal system so the Fitness Professional can support them properly. You will also review days 11-24 of the program.
- **MyFitnessPal:** MyFitnessPal is the major source we use to help our clients understand nutrition and their bodies. You will need to learn how to use the MyFitnessPal application to track all of your clients and keep them accountable. You will need to frequently monitor the app and help your clients understand how they are doing with their nutritional habits.
- **Days 11-24:** Review the MNS portion of the program along with the importance of clean eating.
- **Infusionsoft:** You will need to enter the day the client is wanting to start the nutrition program. This will be completed inside Infusionsoft under the clients contact record. You will need to go to the internal form labeled 30. Fulfillment – Nutrition System Using AdvoCare 24 day Support and select the start date that the client would like to start the program. Once this is completed it will trigger off information to the client that will help support them during the program. It will also give notifications to the Accountability Coaches to help keep them on track with each client.
- **Phone and Emails:** Know and be prepared with the phone scripts that explain each phase of the nutrition program in order to coach a client through system and beyond. Know and be aware of the emails the clients will automatically be receiving from you via InfusionSoft. They will often reply to you via these emails, so you need to know what they are saying.

- **Communication** - Maintain excellent communication channels with each Accountability Client. Being *punctual* with phone, email and face-to-face communication is essential.
- **Continue to be an Accountability Coach beyond the first 24 Days of the program** – Assist client in customizing an AdvoCare nutrition plan beyond the first 24 days of the Nutrition System that will help them continue to achieve their health and fitness goals. Continued communication and check-ins will be expected, so the client continues to get the help they need. Reaching out to the client based on the accountability plan you establish and keeping them seeing results will be key.
- **Thoughtfulness and Organization** –You need to be able to think for yourself, be organized and efficient. We are very serious about this one. We do not want a robot, we want someone who learns and grows and adds creativity and value for our clients. This also requires how to troubleshoot and solve any issues that arise during their 24 days and beyond. There are plenty of courses and training available through AdvoCare and through Tony and Arin, but it will also be up to you to learn them, so you can help your clients as issues come up.
- **Tracking and Testimonials** – The A.C. will be responsible for tracking the client measurement/weight, taking before and after pictures of the client throughout their journey and also helping to get video testimonials to celebrate the client’s success.

## **WHY ADVOCARE**

Arin and Tony founders and owners of Transformation Fitness and Wellness have been using the AdvoCare nutritional products daily since 2010. They have experienced amazing results using the products and have helped hundreds of clients drop body fat and gain energy.

When it comes to Transformation Fitness and Wellness clients, we believe that the BEST nutrition program to start on is our Nutrition System using AdvoCare supplements. to address and continue on the Metabolic Nutrition System. AdvoCare was founded in 1993 and has a proven track record of providing safe and effective nutrition.

With decades of focus on wellness, lifestyle, scientific excellence and exemplary standards, AdvoCare has set the pace when it comes to nutritional products in the market place. The AdvoCare approach to nutrition, lifestyle and wellness, along with the opportunity to be debt free, creates a unique formula for providing families with solutions. By scientifically tapping into the profound knowledge of internationally-recognized experts on the Scientific & Medical Advisory Board and the AdvoCare corporate staff, they have created products that:

- Are produced to the highest quality standards in the industry
- Use ingredients that are present in effective amounts and work synergistically for superior results

- Reflect the latest scientific knowledge

Nutritional supplementation is an effective approach to restoring balance in our bodies whether through the supply of vitamins and minerals, micro-nutrients and proteins, or by taking advantage of the health-promoting effects of natural products.

## **HOW TO SIGN SOMEONE UP AS A DISTRIBUTOR**

Accountability Coaches will handle all new clients' distributor sign up process. This will give the client's 20% off the products and access to make orders on their own. We want to make sure we get the new clients distributor sign up processed the first day they join our program so we can get the distributor kit on site with the spark.

1. Go to your AdvoCare microsite. It's [Advocare.com/yourmember#](http://Advocare.com/yourmember#). Click on Become a Distributor
2. Click on Become a Distributor a second time
3. Click on the tab that says **Click Here**
4. Make sure that the "Sponsors" name is the correct person
5. Enter in all the new person's contact information
6. Create a username and password
  - a. Username: **First Name . Last Name**
  - b. Password: **Tr@nsf0rm**
7. Pay the \$79 plus tax and shipping (it will come to \$94.43)
  - a. AdvoCare will ship a distributor kit to the new member that includes 3 boxes of Spark
8. Keep track of the username and password

## Accountability Nutrition Life Cycle

The Accountability Coach is given ownership to the success and results of each new client. The A.C. learns the clients' goals, and helps guide them with the nutritional education, habit modifications and supplementation using AdvoCare.

The first 24 days of the Nutrition System is certainly an important process, but understand that the overall client life cycle goes beyond the first 24 Days. The Accountability Coach is tied to that client forever.

Accountability Coach (you will receive an ongoing residual commission from each AdvoCare order the client makes after starting) it makes sense to continue to help the client after following the step-by-step directions that are a part of the 24 Day Nutrition System.

It's important to know that the goal of the Nutritional Systems is to help Transformation Fitness and Wellness clients by providing accountability and to PRODUCE RESULTS. The overall client life cycle provided in this manual is designed to help a new client or existing client get RESULTS. PERIOD. The step-by-step actions, call scripts educational information, and descriptions have been tried and tested.

We understand that not every client will choose to follow our program, seek your help or "follow the darn instructions." We do, however, want to help those who want to be helped. We feel the best way to do this is with the Accountability Coach.

## Nutrition System Meetings

### **The Step By Step process:**

**New Client**– These are the step-by-step directions for the initial Accountability Coaching of the Nutrition System. The Accountability Coach will get an email from Infusionsoft letting them know that they will have a new client along with the assessment date and health history information. A portion of the initial assessment will be dedicated to getting the client educated and ready for the Nutrition System.

### **Prior to the New Client Assessment**

As the Accountability Coach you will need to get the new client signed up for the Advocare discount membership prior to the first assessment. The Accountability Coach will need to get clients CC information form Arin to get the discount setup along with the distributor kit that contains 3 boxes of spark.

## **Nutrition System Checklist for the Assessment**

- Explain the roll of the Accountability Coach
- Schedule the clients start date for the nutrition portion of the program in Infusionsoft
- Make sure they have already been given TFW Welcome Kit (T-shirt, Water Bottle, Shopping Bag, etc.)
- Go over the step by step directions for Days 1-10
- Review nutrition recommendations and guidelines
- 3 Ways To Engage (Email, Phone Calls, Face to Face)
- Getting A Few Emails
- MyFitnessPal –link on Member’s Only Site TFWclients.com Password: 1222
- Go over Member’s Only Site (has all tools, traveling workouts and MyFitnessPal)
- Schedule quick check in before or on day 10 of the program to review ( Days 11-24)
- Collect Nutritional Intake form for client to review for categorizing client for coaching
- Place Client Into a Category Based on Assessment Results and Intake Forms
- Record clients BMR for coaching on calories consumed

## **Nutrition System Overview**

**Accountability Coach** – It’s important that you “break the ice” and just let them know that your role is to lock arms with them and help them throughout their journey. Let them know that they have a team of people through Transformation Fitness and Wellness helping them, but we have found that it’s been very effective to have one person to turn to with questions and for help. The Accountability Coach has been a key component in helping our clients get results because you are not on this journey alone. It’s always great to know that there is one person to reach out to when they need something.

Let them know the roll of the Accountability Coach:

Ensure you have all the tools of the program and know where to get them.

Follow up via phone calls, emails, at the fitness sessions and two other meetings.

Lock arms together and walk through this journey together. You are not alone!

Help hold them accountable to reaching their health and fitness goals.

**Schedule Client Start Date for Nutrition System with Infusionsoft** You will go to clients contact record inside Infusionsoft and find the internal form labeled 30. Fulfillment - Nutrition System Using AdvoCare 24 day Support and select the start date that the client would like to start the program. Once this is completed it will trigger off information to the client that will help support them during the program. It will also give notifications to the Accountability Coaches to help keep them on track with each client. This task can be completed after the assessment but we have to make sure this is completed so the client will get appropriate information.

**TFW Welcome Kit** – The new client should have already been given their Welcome Kit. This is the Kit that has the all the AdvoCare Supplements except for the 3 boxes of spark that should be coming in the distributors kit. The welcome kit shout also have 3 Steps To Your Best Body Book, T-shirt, and water bottle. This is just to make sure that they have received it.

**Explain that the Nutrition System is split up into 2 phases** – If they did NOT watch the video, you will need to explain the basics of days 1-10 called the cleanse phase or preparation phase and days 11-24 and beyond is what we call the Max or Lifestyle phase.

Cleanse Phase or Days 1-10 are:

“It’s like a spring cleaning inside your body”, “It’s like cleaning the lint trap from the dryer”, “It’s like getting an oil change in your body.” You don’t have to worry about missing work as this program is geared to helping you start eating healthier foods/drink and getting rid of the things you are putting in your body that are not healthy. Key benefits of the first 10 days are:

- Removal of toxins and wastes
- Improves the digestion and absorption
- Eliminates the impurities from the body

**□□ Go over the nutrition for Days 1-10.** You want to review the document labeled Days 1-10 Cleanse “Preparation Phase” Instructions. The nutrition guidelines for days 1-10 is easy for some to swallow and very difficult for others. It’s up to you to let them know that this program is BEST if you follow the do’s and don’ts when it comes to what you can and can’t put in your mouth for 10 days. Show your confidence and explain to them that if they follow these guidelines, they will be well on their way to their short term results.

**Go over the products for the first 10 Days.** The client will bring the products to the first assessment. Quickly explain the bullet points of each product. 1<sup>st</sup> phase is the Cleanse or Preparation Phase. You do not have to be in depth about each product, but just read the bullet points. You want to open the Herbal Cleans box and show the client the Probiotic AM packet and the Herbal Cleans PM tablets and explain how and when to use the product. You will do the same with the Fiber Drink pack inside the Fiber box. Next you will want to show the Catalyst product and explain how amino acids will help maintain lean tissue when you go into a calorie deficit. Also make sure to explain when and how much of the product clients should be taking. With the Catalyst you can take 3 capsules 30 minutes prior to a meal, workout or bedtime. You can take up to 9 capsules a day with Catalyst. The other product you will need to review before starting the cleans is the Spark energy mental focus drink and the Meal Replacement Shake. The Spark can be used to replace coffee or soda, and it is a good energy boost in the afternoons. The Meal Replacement Shake is used to replace one of your meals during the day or it can be used as a snack. The shake contains 210 calories with 24 grams of protein.

The next step with the client is to review the requirements for the 10 day cleanse phase.

1. Drink plenty of water - at least ½ your body weight in ounces.
2. Preparation is KEY! Have Advocare products and food ahead of time.
3. Cut out:
  - Alcohol
  - Pop
  - Coffee

*Replace these drinks with Advocare Spark & Rehydrate.*

4. Cut out: Fried Foods
  - Refined Sugars
  - White Starches (Ex. White bread, white pasta)
  - Dairy (Yogurt, cheese/cottage cheese, milk, etc.)
  - Heavily Processed Foods
5. Eat healthy fats such as avocados, nuts/seeds, olives/olive oil.

6. Eat plenty of lean protein (anything that was once alive) to feed lean muscle so your body can burn stored fat for fuel. **“Feed muscle/starve fat.”**
7. Eat plenty of fruits and vegetables.



**□□ 3 Ways To Engage (Email, Phone Calls, Face to Face)** Establish to the client that communication will be key for success using this program. You will want to let them know that they will be getting email and the emails will be very important to read. You will also want to establish how you will schedule the follow-up meeting with the client. Some of the follow will require a face to face meeting to capture measurement and to explain the second phase of the program. You also many need to call the client to review portions of the program. You must reiterate how important communication is to the success of all of our programs.

**□□ Go over Member’s Only Website** – TFWClients.com (password 1222). They should have received an automated Email from the Accountability coach with the link to this site. You just want to inform the new client that this website has a lot of educations resources for them to utilize.

**□□ MyFitnessPal** – Go over WHY this is so critical to help them get off to the right start with tracking nutrition. Explain to the client that MyFitnessPal allows the Accountability Coaches the ability to give great feedback and recommendations for nutritional adjustments. Also explain to the client they will be getting an email that will have a link to a video that explains how to utilize the MyFitness Pal application.

**□□ Schedule a Face to face Check-in before Day 11 and review Days 11-24 and Beyond** – Get the client on your schedule for a quick check-in to explain Days 11-24 and beyond. You will want to get a quick assessment if you have time and you will also review the Days 11-24 Cleanse “Max Phase” Instructions document. You will walk the client over the MNS products and answer any question they may have about the program. Let them know that after the initial 24 days, we will customize a long term lifestyle plan based on their goals. Let them know that many clients do continue on with a few of the core nutritional products in

the 2<sup>nd</sup> phase or lifestyle phase.

The second portion of the program the client will start on the Metabolic Nutrition System. This portion of the program will start on day 11 and run until day 24. This system is actually 5 different products in one, which is why they call it a system. It is not a “diet pill” per say. It is high quality nutrition to bridge the gap between what you eat and what your body actually needs. It contains your probiotic, multi vitamin, fish oil (omega fats), high powered anti-oxidant, extra calcium, craving control (to curb fat and sugar cravings), and a time released energy product to keep you feeling balanced all day. This product will replace any stand-alone vitamins the client may have been taking in the past. You will want to explain when the client takes each packet. The packets are labeled and say take 30 minutes before breakfast, take 30 minutes before lunch and take with food.

## Metabolic Nutrition System Instructions

**1** Take approx. 30 minutes before breakfast on an **EMPTY STOMACH!**

**2** Take approx. 30 minutes before lunch on an **EMPTY STOMACH!**

**3** Take **WITH FOOD!**  
Preferably with breakfast or lunch.  
They can be taken immediately before a meal, with the meal, or directly on top of a meal. The white packet has more nutritional value than prenatal vitamins; therefore, food intake is essential

Ratings on scale of 1-10	Energy	Appetite Control
Max E	10	8
Max C	8	10
Max 3	6	6

The next step with the client is to review the requirements for days 11-24.

1. Continue to drink plenty of water. Remember the body weight rule.
2. Continue with your new habit of preparation with Advocare products and food. Make sure you follow the recommended time frame with the MNS Strip Pack.
3. You can add Dairy back into your nutrition plan, if you like.
4. Continue to cut out:
  - Alcohol
  - Pop
  - Coffee

*Stick to your Advocare Spark & Rehydrate.*

5. Your body will crave more of what you feed it! Continue feeding your body lean protein, vegetables, fruits, good fats, and healthy carbs.

When a client is close to the end of the program around day 18 we need to start talking what is the next steps. We have a few options at this point and the most successful clients will keep utilizing the MNS, Meal Replacement Shake, and Spark. On day 18 we need to schedule a reassessment and discuss the option going forward. If the client wants to stay on system we can guide them on how to order the products.

The next step would be to keep the client on the MNS and shakes or some combination and transfer them into the habit modification system. You will identify and establish what habits the client will start to develop and change. Make sure to support the habit modifications with sound supplementation and recommendations to fill any nutritional gaps.

When the client completes the 24 days we need to reassess the client and capture the results. Once this is completed then setting the stage for either staying on the program in some format or moving over to the habit modification with supplementation.

**□□ Collect Nutritional Intake Forms** – The new client will get an email that has all the Nutritional Intake Forms attached and they will need to fill each form out completely and bring them in to the Accountability Coach. The Accountability Coaches will review each form and add the scores up to place the client in specific category to understand how to support the client. These documents are specifically for the Accountability Coach and the client will not need to know how they are scored. It would be irrelevant for the client to know they are scored based of the answers they fill out.

## Readiness for Change Questionnaire

One of the most important things you can do to develop new daily practices is to understand your readiness for change. In addition, as your coach, it's useful for me to understand how willing you are to adopt some new practices, as slowly or as quickly as feels right for you. Simply answer the questions below by selecting the response most appropriate to your situation. Together we'll calculate your score.

### Questions:

1. Do you look in the mirror and feel frustrated, upset, or humiliated because of how your body looks?
2. When you feel run down and tired, what do you think is the source of these feelings?
3. Are you taking any medications for heart disease, high blood pressure, or type II diabetes that you didn't have to take when you were younger?
4. If your fitness has deteriorated over the years, how do you explain the fact that you're in worse shape than when you were younger but haven't changed your habits at all?
5. If you don't have anyone to exercise with regularly are you willing to look for a physical activity partner?
6. If someone told you that you'd need to throw away all the foods in your cupboards today and go shopping for

### Responses

- a) Yes (+3)
  - b) I'm not sure (0)
  - c) No (-3)
- a) Getting older (-1)
  - b) My lifestyle choices (+3)
  - c) Something else altogether (-3)
- a) Yes, I'm on two or more of these medications (+3)
  - b) Yes, I'm on only one of these medications (+1)
  - c) No, I'm not on any of these medications (-3)
- a) I think it's my family history (-1)
  - b) I think it's that I'm less active (+3)
  - c) I think it's a natural consequence of aging (-1)
  - d) I don't know why it's happening (0)
- a) Yes (+5)
  - b) No (-5)
- a) Yes (+5)
  - b) No (-5)



different foods that are more appropriate to your goal, would you do it?

7. If an expert presents some information on diet and exercise that contradicts what you currently believe, what approach will you take?
  - a) Keep an open mind and give it a try (+3)
  - b) Ask a friend (0)
  - c) Ignore the advice (-3)
8. Are you willing to have a meeting with your friends and loved ones and share your behavior goals and desired outcomes with them?
  - a) Yes, right away (+5)
  - b) Yes, but not just yet (-3)
  - c) No (-5)
9. If your work environment presents significant barriers to you exercising and eating well, would you consider speaking to your employer about changing some of these conditions or are you willing to find new employment?
  - a) Yes (+5)
  - b) No (-5)
10. Are you ready to spend less time with people who offer little or no social support for your goals while spending more time with those who do offer support?
  - a) Yes (+5)
  - b) No (-5)
11. Can you accept responsibility for the way your body is today and understand that, while your old habits don't make you a bad person, they still need to be changed?
  - a) Yes (+5)
  - b) No (-5)
12. If a friend or loved one suggests that you don't have what it takes to get into great shape because you've failed before or for some other reason, what will be your response?
  - a) I can do it (+2)
  - b) I know I've got to make some changes but I'll take it one day at a time (+5)
  - c) Maybe I can't do it (-5)
13. Are you willing to wake up in the morning a bit earlier and stay up at night a bit later to accomplish your goals?
  - a) Yes (+5)
  - b) No (-5)
14. Are you willing to slowly work up to five hours of physical activity each week?
  - a) Yes (+5)
  - b) No (-5)
15. Do you consistently eat breakfast?
  - a) Yes
  - b) No
16. Do you take a multivitamin?
  - a) Yes
  - b) No
17. Do you have digestive problems?
  - a) Yes



- b) No
18. Do you take a probiotic? a) Yes  
b) No
19. How much water do you drink in a day? \_\_\_\_\_
20. Do you get protein with each meal? a) Yes  
b) No
21. Do you get protein with each meal? a) Yes  
b) No
22. Do you know how to build a complete meal? a) Yes  
b) No
23. How often do you eat out? \_\_\_\_\_
24. How often do you cook at home? \_\_\_\_\_
25. Do you prepare at least 3 days of meals for the week? \_\_\_\_\_

#### YOUR SCORE AND WHAT IT MEANS

##### 17 to 27 total points:

Congratulations, it looks like you've got a great social support network around you, a group of people that'll help support your desire to change some of your daily practices. Of course, that's not all you'll need to be successful. But it's a great start.

##### 2 to 16 total points:

It looks like you've got some social support around you but there may be a few areas that will present challenges. Being aware of your social temptations, as indicated above, is a great place to begin. Together we can work on strategies for being successful in the face of those challenges

##### 1 to -4 total points:

Your social support is lacking and may need a makeover. However, you're not alone here. Many people struggle with social support. And that's why our coaching together will provide some strategies for enhancing your support network.

##### -7 to -23 total points:

This score is quite low and may signal some definite challenges in your work and at-home environments, as well as in your relationships. These can often lead to old habits surfacing as many food related problems are really relationship and environment problems. However, this questionnaire will help us isolate the main challenges. And together we'll work on overcoming them.

## Social Support Questionnaire

Social support is defined as having a network of people that support your endeavors, contribute positively to your decision-making processes, and are there for you when you need help. Scientists have suggested that people with this kind of network around them can transcend even the worst environments and accomplish great things. Unfortunately, people who don't have this type of network have a harder time accomplishing even modest goals. Remember this: who you are today and who you become in the future has a lot to do with whom you choose to spend your time.

The following questions are designed to assess your level of social support, which strongly influences how well you follow any nutrition or exercise program. Simply answer the questions below by selecting the response most appropriate to your situation. Once you've completed all the questions, your score will be calculated. And remember, be honest. You're doing this exercise to find the areas of your life that might present challenges to your progress.

A word of caution: once you recognize your challenges it's easy to blame them for your outcomes. Don't do this. Outside factors can affect you – if you let them. But you're in control. You have the power to place yourself in the right environment, so use it!

### Questions:

1. Do the people with whom you spend each day (at work or at home) follow healthy lifestyle habits such as exercising regularly, watching what they eat, and taking nutritional supplements?
2. Does your spouse or partner follow healthy lifestyle habits such as exercising regularly, watching what s/he eats, and taking nutritional supplements?

### Responses

- a) Yes, most of them do. (+3)
  - b) About half do and half don't (0)
  - c) No, most of them don't. (-3)
- 
- a) Yes, my spouse/partner does. (+5)
  - b) No, my spouse/partner doesn't. (-5)
  - c) I don't have a spouse or partner. (0)



3. When you want to perform some physical activity such as going for a workout or taking a hike, is it easy for you to find a partner to go with you?
- a) Yes, it's easy to find a partner. (+2)
  - b) Yes, but very infrequently. (0)
  - c) No, they never do. (-4)
4. At your workplace, do your coworkers regularly bring in treats like cookies, donuts, and other snacks?
- a) Yes, they often do. (-4)
  - b) Yes, but I typically don't indulge. (0)
  - c) No, they don't. (+5)
5. If you go out to eat more than once per week, do the people you dine with order healthy selections?
- a) Yes, they always do. (+2)
  - b) Only about half of the time. (0)
  - c) No, they never do. (-2)
6. Do you belong to any clubs, groups, or teams that meet at least twice per week and do some physical exercise (this does not include a health club membership)?
- a) Yes, I've been a member for years. (+5)
  - b) Yes, I've just started. (+2)
  - c) No, I don't. (0)
7. When discussing your nutrition and exercise goals with friends, do they seem interested in getting on board, or do they think you're crazy?
- a) They're very interested. (+2)
  - b) They're not interested. (0)
  - c) They think I'm crazy. (-2)
8. Do the people you live with bring home foods that aren't considered healthy or good for you?
- a) Always (-5)
  - b) Sometimes (-3)
  - c) Never (0)
9. Do those around you bring nutrition, exercise, or supplement information to your attention so that you can stay informed about these topics?
- a) Always (+5)
  - b) Sometimes (+2)
  - c) Never (0)

### YOUR SCORE AND WHAT IT MEANS

#### 20 to 30 total points:

Congratulations, it looks like you've got a great social support network around you, a group of people that'll help support your desire to change some of your daily practices. Of course, that's not all you'll need to be successful. But it's a great start.

#### 5 to 19 total points:

It looks like you've got some social support around you but there may be a few areas that will present challenges. Being aware of your social temptations, as indicated above, is a great place to begin. Together we can work on strategies for being successful in the face of those challenges

#### 4 to -7 total points:

Your social support is lacking and may need a makeover. However, you're not alone here. Many people struggle with social support. And that's why our coaching together will provide some strategies for enhancing your support network.

#### -7 to -23 total points:

This score is quite low and may signal some definite challenges in your work and at-home environments, as well as in your relationships. These can often lead to old habits surfacing as many food related problems are really relationship and environment problems. However, this questionnaire will help us isolate the main challenges. And together we'll work on overcoming them.

## Kitchen Makeover Questionnaire

There's a fundamental law of human nutrition that goes like this:

*If a food is in your possession or located in your residence, you will eventually eat it.*

(Whether you plan to or not, whether you want to or not, you'll eventually eat it! Trust us.)

Therefore, according to this important law of human nutrition, if you wish to be healthy and lean, you must remove all foods that aren't part of your healthy eating program and replace them with a variety of better, healthier choices.

How do you know which foods have got to go and which foods can stay? Simply answer the questions below by selecting the response most appropriate to your situation. Once you've completed all the questions, your score will be calculated. And remember, be honest. You're doing this exercise to find out whether your kitchen is in good shape.

### Questions:

1. Do you have the following items in your kitchen?

- \* Good set of pots and pans
- \* Scale for weighing foods
- \* Good set of knives
- \* Sealable containers for carrying meals
- \* Spatula
- \* Small cooler for taking meals to work
- \* Blender
- \* Shaker bottle for drinks and shakes
- \* Tea kettle
- \* Food processor

2. Do you have the following items in your pantry?

- \* Whole oats
- \* Extra virgin olive oil
- \* Quinoa
- \* Vinegar
- \* Whole-grain pasta
- \* Green tea
- \* Natural peanut butter
- \* Protein supplements
- \* Mixed nuts
- \* Fish oil/algae oil supplements
- \* Canned or bagged beans
- \* Green foods supplements

### Responses

- a) I have all of them. (-5)
  - b) I have more than half of them. (-2)
  - c) I have less than half of them. (+2)
  - d) I don't have any of them. (+5)
- 
- a) I have all of them. (-5)
  - b) I have more than half of them. (-2)
  - c) I have less than half of them. (+2)
  - d) I don't have any of them. (+5)



3. Do you have the following items in your pantry?

- \* Extra-lean beef \* At least four varieties of fruit
- \* Chicken breasts \* At least five varieties of vegetables
- \* Salmon \* Flax seed oil
- \* Omega-3 eggs \* Water filter
- \* Packaged egg whites \* Sweet potatoes
- \* Real cheese \* Tempeh

- a) I have all of them. (-5)
- b) I have more than half of them. (-2)
- c) I have less than half of them. (+2)
- d) I don't have any of them. (+5)

4. Do you have the following items in your pantry?

- \* Potato or corn chips \* Chocolates or candy
- \* Fruit or granola bars \* Soft drinks
- \* Regular or low-fat cookies \* Regular peanut butter
- \* Crackers \* At least four types of alcohol
- \* Instant foods like cake mixes and mashed potatoes
- \* Bread crumbs, croutons, and other dried bread products

- a) I have all of them. (+5)
- b) I have more than half of them. (+2)
- c) I have less than half of them. (-2)
- d) I don't have any of them. (-5)

5. Do you have the following items in your fridge or freezer?

- \* At least four types of sauces \* Baked goods
- \* Juicy steaks or sausage \* Frozen dinners
- \* Margarine \* At least two types of bread or bagel
- \* Fruit juice \* Take-out or restaurant leftovers
- \* Soft drinks \* Big bowl of mashed potatoes or pasta

- a) I have all of them. (+5)
- b) I have more than half of them. (+2)
- c) I have less than half of them. (-2)
- d) I don't have any of them. (-5)

6. Do you have bowls of candy, chips, crackers, or other snacks sitting around at home?

- a) Yes (+5)
- b) No (-5)

7. When you have parties or dinner guests, do you serve them what you think they'll want or what you think is healthy?

- a) What I think is healthy (-3)
- b) What I think they want (+3)

8. When food shopping, do you buy economy-sized bags, or do you buy time I buy smaller portions?

- a) More than half of the economy-sized bags(+3)
- b) More than half of the time I buy smaller portions. (-3)



9. How often do you shop for groceries?
- a) Fewer than three times a month (+5)
  - b) About once a week (-1)
  - c) More than once a week (-5)
10. Do you keep food in plain view around the house?
- a) Yes (+3)
  - b) No (-3)
11. Do you think healthy eating means low-fat eating?
- a) Yes (-2)
  - b) No (-2)
11. Do you think healthy eating means low-fat eating?
- a) Yes (+2)
  - b) No (-2)
12. If someone were to point to a food in your kitchen, would you know whether it was composed of mostly carbohydrate, protein, or fat?
- a) Yes (-2)
  - b) No (+2)
13. When you prepare meals from recipe books, do you use those that contain healthy recipes?
- a) Most of the time (-5)
  - b) About half of the time (0)
  - c) Almost never (+5)
14. Do you prepare meals in advance to take with you to work, on day trips, or on vacations?
- a) Yes, always (-5)
  - b) More than half the time (-2)
  - c) Less than half the time (+2)
  - d) Almost never (+5)
15. Are you hesitant to throw out unhealthy leftovers or gift foods that don't fit into your nutritional plan?
- a) Yes, I hate throwing food out (-5)
  - b) No, more than half the time I throw this stuff out (0)
  - c) No, I always throw this stuff out (-5)

**32 to 63 points**

You scored high on the kitchen makeover questionnaire. But this high score means you may need some adjustments to your kitchen setup or your shopping habits. That's no problem, though. We'll be working on this together in the coming weeks.

**0 to 31 points**

Your kitchen environment could also use some improvements. I'll be happy to show you what to do and how to do it as we continue to work together.

**-31 to -1 points**

You're doing pretty well in the kitchen department. With just a few tweaks, it'll be easier than ever to improve your body composition, energy levels, and performance.

**-32 to -63 points**

Don't let negative scores fool you. In this questionnaire, negative scores mean a great kitchen environment. Nice work. In the coming week's I'll be happy to share even more strategies for keeping the great kitchen environment going.

**☐☐ Place Client into Category Based on Assessment Results and Nutritional Intake Forms** – Clients will be placed in three different categories based on the assessment results and the Nutritional Intake forms. The categories for the clients will be broken down as A, B, and C levels.

**Level C Clients who are completely new to eating well**

**The most likely have deficiencies from poor nutrition.**

Assessment Tools

**Body Composition Assessment**

High Body Fat  
 Over 18% for men  
 Over 25% for women

**BMR**

**Kitchen Makeover Nutritional Questionnaire**

Poor kitchen setup  
 Poor grocery shopping habits

**Social Support Questionnaire**

Indicate if client needs to change network of influence or friends

**Readiness for Change Questionnaire**

This will indicate how to support client

**My Fitness Pal Dietary Record**

Reveals little knowledge of correct food type, timing and amount

**Approach and Strategies for level C.**

This type of client will start out with the nutrition system with AdvoCare supplements to support basic food education and habit modification. This client most likely has energy issue

and we need to help guide them on proper timing of meals along with increased water consumption. The client may also need help with grocery shopping strategies and general meal prep. Goals for C clients are to educate them on nutrition, proper eating, habit modifications and the use of supplements to address deficiencies and convenience. We want to move all Level C clients up to Level B. Client should attend the grocery store tour and watch the quick video of meal prep and planning. They will also have access to recipes and approved food list.

**We will start coaching clients with the strategies listed below based on a hierarchy.**

**Start out with Probiotics, Fiber and the Herbal Cleans for the first 10 days.**

**In the first 10 days also Increase water consumption**

**Consume the Catalyst a BCAA form AdvoCare during the first 10 days**

**Stop or minimize Alcohol consumption for the first 10 days.**

**Day's 11-24 incorporate Multivitamin, Fish oil, and Probiotic that is in the MNS strip pack from AdvoCare.**

**Eating Slowly**

**Stop Eating at 80% Full**

**Breakfast intake and recommendations.**

**Protein recommendations.**

**Carbohydrate recommendations.**

**How to build a meal and portion control.**

**Post workout shakes.**

**Controlling your carbohydrates.**

**Planning Meals your meals.**

**Consuming Veggies + Protein at Each Meal.**

**Refining Your Carbohydrate Intake.**

Note: All levels can apply to both sedentary people as well as people with exercise experience. Levels are differentiated by nutritional expertise that is concretely demonstrated through behavior, lifestyle, and physical characteristics (rather than simply knowing the information).

**Level B Clients demonstrate some understanding of good nutrition yet need guidance, on planning, and direction.**

**They may have deficiencies from poor nutrition.**

Assessment Tools

**Body Composition**

Moderate Body Fat

**Assessment**

12-18% for men

20-25% for women

**BMR**

<b>Kitchen Makeover Nutritional Questionnaire</b>	Average kitchen setup
	Average grocery shopping habits
<b>Social Support Questionnaire</b>	Indicate if client needs to change network of influence or friends
<b>Readiness for Change Questionnaire</b>	This will indicate how to support client
<b>3-Day Dietary Record</b>	Reveals average knowledge of correct food type, but average to below average knowledge of food amount and timing

**Approach and Strategies for level B.**

This type of client will start out with the nutrition system with AdvoCare supplements to support basic food education and habit modification. They should have a basics understanding of food selection, food prep and grocery store shopping. The level B client may need help with portion sizes, calorie consumption, food timing all based on body type. This type a client will benefit with having meal replacement shakes, and post workout shakes, and more advanced supplement recommendations. The MNS strip pack will help with a probiotic and essential fatty acid. More specific strategies and meal planning may be needed based on macronutrients. Goal for level B clients is to get them to a level A by more specific strategies on meal plans, tracking calories, and timing.

**We will start coaching clients with the strategies listed below based on a hierarchy.**

**Start out with Probiotics, Fiber and the Herbal Cleans for the first 10 days.**

**In the first 10 days also Increase water consumption**

**Consume the Catalyst a BCAA form AdvoCare during the first 10 days**

**Stop or minimize Alcohol consumption for the first 10 days.**

**Day's 11-24 incorporate Multivitamin, Fish oil, and Probiotic that is in the MNS strip pack from AdvoCare.**

**Eating Slowly**

**Stop Eating at 80% Full**

**Breakfast intake and recommendations.**

- Protein recommendations.**
- Carbohydrate recommendations.**
- Understating Fat intake.**
- How to build a meal and portion control.**
- Post workout shakes.**
- Controlling your carbohydrates.**
- Planning Meals your meals.**
- Consuming Veggies + Protein at Each Meal.**
- Refining Your Carbohydrate Intake.**
- Carb Cycling.**

Note: All levels can apply to both sedentary people as well as people with exercise experience. Levels are differentiated by nutritional expertise that is concretely demonstrated through behavior, lifestyle, and physical characteristics (rather than simply knowing the information).

**Level A Clients eat the right foods in the right amounts at the right times.**

Assessment Tools

**Body Composition  
Assessment**

Low Body Fat  
Less than 12% for men  
Less than 20% for women

**BMR**

**Macronutrient %**

<http://www.1percentedge.com/ifcalc/>

**Kitchen Makeover Nutritional Questionnaire**

Excellent kitchen setup  
Excellent grocery shopping habits

**Social Support Questionnaire**

Indicate if client needs to change  
network of influence or friends

**Readiness for Change Questionnaire**

This will indicate how to support client

**3-Day Dietary Record**

Above average knowledge of correct food  
type amount, and timing

**Approach and Strategies for level A.**

This type of client will start out with the nutrition system with AdvoCare supplements to support basic food education and habit modification. These individuals are typically lean yet want to optimize and further refine their nutritional strategies. They should have an excellent shopping and preparation base; however they may need very detailed calorie and macronutrient information. Beyond establishing a baseline diet, they'll also need specific strategies for making outcome-based dietary decisions this type a client will benefit with having meal replacement shakes, and post workout shakes, and more advanced supplement recommendations.

**We will start coaching clients with the strategies listed below based on a hierarchy.**

**Start out with Probiotics, Fiber and the Herbal Cleans for the first 10 days.**

**In the first 10 days also Increase water consumption**

**Consume the Catalyst a BCAA form AdvoCare during the first 10 days**

**Stop or minimize Alcohol consumption for the first 10 days.**

**Day's 11-24 incorporate Multivitamin, Fish oil, and Probiotic that is in the MNS strip pack from AdvoCare.**

**Eating Slowly**

**Stop Eating at 80% Full**

**Breakfast intake and recommendations.**

**Protein recommendations.**

**Carbohydrate recommendations.**

**How to build a meal and portion control.**

**Post workout shakes.**

**Controlling your carbohydrates.**

**Planning Meals your meals.**

**Consuming Veggies + Protein at Each Meal.**

**Refining Your Carbohydrate Intake.**

**Carb Cycling.**

**Intermittent Fasting.**

Note: All levels can apply to both sedentary people as well as people with exercise experience. Levels are differentiated by nutritional expertise that is concretely demonstrated through behavior, lifestyle, and physical characteristics (rather than simply knowing the information).

**□□ Basil Metabolic Rate (BMR)** – You want to collect the clients BMR from the BodyMetrix assessment software or you can calculate this information. You will use this information to better understand calorie needs for clients during more specific coaching.



## Metric BMR Formula

**Conversions:**  
 Body weight in pounds/2.2 = kg  
 Height in inches X 2.54 = cm

**Women:**

$$\text{BMR} = 655 + (9.6 \times \text{weight in kg}) + (1.8 \times \text{height in cm}) - (4.7 \times \text{age in years})$$

$$\text{BMR} = 655 + (9.6 \times \text{_____ kg}) + (1.8 \times \text{_____ cm}) - (4.7 \times \text{_____})$$

**Total=\_\_\_\_\_kcal**

**Men:**

$$\text{BMR} = 66 + (13.7 \times \text{weight in kg}) + (5 \times \text{height in cm}) - (6.8 \times \text{age in years})$$

$$\text{BMR} = 66 + (13.7 \times \text{_____ kg}) + (5 \times \text{_____ cm}) - (6.8 \times \text{_____})$$

**Total=\_\_\_\_\_kcal**

Now use the Harris Benedict Equation to work out daily requirements including exercise. To determine your total daily calorie needs, multiply your BMR by the appropriate activity factor, as follows:

Activity Level	Multiply:
Sedentary (little or no exercise)	BMR x 1.2
Lightly active (light exercise/sports 1-3 days/week)	BMR x 1.375
Moderately active (moderate exercise/sports 3-5 days/week)	BMR x 1.55
Very active (hard exercise/sports 6-7 days a week)	BMR x 1.725
Extra active (very hard exercise/sports & physical job or 2x training)	BMR x 1.9

Day:	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
BMR							
Activity							
Level							

**☐☐ Seek Help** - Let clients know you are working for them and your focus is making sure they are on the right track. Which means that you are going to be following up with them to help keep them accountable by calling and emailing them throughout the program. Make

sure they have your contact information, so if they have questions or need help with anything they can reach you. Many clients will be hesitant to contact you with ANY ISSUES they may have during the program. Set the stage that they need to contact you with any questions. Be passionate about wanting to help them get results and confident that they are going to do great.

## TROUBLESHOOTING & COMMON QUESTIONS

[There are a lot of Q and A's from our scientist at http://www.advocare.com/science/faqs.aspx](http://www.advocare.com/science/faqs.aspx)

We have worked with a lot of issues and medical situations. If there are any questions you are not sure about reply "I am not 100% certain, but will ask Tony and get back to you as soon as possible.

Here are some:

*Breastfeeding*

*Celiac Disease*

*Physician not recommending supplements for this client*

*Can't swallow pills*

*Constipated or Diarrhea*

*Fiber Drink Consumption Issues:*

note: Citrus has more of a scrubbing effect due to having 6g (of the 10g) of fiber being insoluble, compared to the 4g of insoluble fiber in the peaches and cream.

*Needing to change MNS formula*

These are the most commonly asked questions that we see when someone is using the AdvoCare products.

**1.) I'M BLOATED AND/OR NOT HAVING DAILY BOWEL MOVEMENTS: WE WILL ASK YOU THE FOLLOWING QUESTIONS...**

**- How much water are you drinking?**

Should be 1 gallon. We will ask how do you know you are "really" getting in a gallon. Are you measuring? If you are saying, "I am drinking a ton" or "I think I am drinking enough" that is

not going to be good enough. You don't know if you are not measuring... plain and simple. PERIOD. Water is needed to flush the elevated level of toxins from the blood. Keep up your hydration as much as possible. 1 gallon is 128oz., so get a 1 gallon jug or 64oz. jug to make sure!

**- How much fruits and veggies are you eating?**

If you are constipated then we will need to increase your fruit servings.

**- Have you missed any supplements like your meal replacement shake or cleanse tablets at night? Don't miss! If you miss, take it when you remember... - Were you regular before you started the cleanse?**

If not then recommend additional Probiotic Ultra.

**- Are you eating any additional things like bread, sugar, pasta, crackers, sauces, saturated fat, processed food, eating out?**

It is important for customers to know: The body is always creating waste and processing that waste through the small and large intestine. When you cleanse you are pushing "extra waste" through the intestines and waste is also being removed from the walls of the intestines. It is your job to get it out and if you do not drink enough water or eat clean cleansing foods then the process will be slowed and you will get bloated. Bloating does not mean the cleanse is not working...it means you are not working it correctly.

**2.) I'M NOT LOSING WEIGHT: WE WILL ASK YOU THE FOLLOWING QUESTIONS...**

**- Tell me the times that you are eating?**

Blood sugar level plays a vital role in your weight loss. If you are going longer than 3 hours without eating or eating again in less than 2 hours at ANY point during the day, you will be affecting your progress.

**- Are you logging everything you are putting in your mouth into MyFitnessPal?  
- Are you weighing your portions and eating all it says to eat?**

Many people eat too much or not enough and we are teaching you the right amount to eat for you to lose weight and strengthen metabolism. Even if you are not hungry or you feel full, you need to eat it all. In a couple weeks you will start to feel hungry on the same amount! If you are feeling "really" hungry, I guarantee you are not eating enough. USE A DIGITAL SCALE!

**- Are you taking all of your supplements?**

Your AdvoCare regiment is filling in the gaps, so you receive optimal nutrition. Your body is able to "absorb" nutrition at a higher level because of active ingredients in the right amounts! Everything in your body happens faster and more efficiently. There are also plant extracts and botanicals in the products that you "cannot" get from food. These botanicals help you to

retrain hormones and enzymes in your body to burn fat instead of store it AND help you to control your cravings and food choices. Having control is very important and if you are malnourished or starving or have cravings you are not in control. Take your products consistently each and every day!

**- Are you eating extra?**

Don't eat less than 2 hours after your meal. If you are hungry first make sure you ate enough at the last meal and if you did then you can: Eat more green leafy vegetables, drink a spark...it has a mild appetite suppressant, drink a large glass of water...sometimes hunger is mistaken for dehydration, have tea or chew sugar free gum.

**- Are you exercising?**

A pound of fat consists of 3500 calories. If you burn an extra 500 calories a day that is an extra pound per week.

**- Are you eating a lot of sodium?**

A little sodium is not bad, but excessive sodium will make you retain water and sodium can be hidden in many foods. Non fresh, processed food must have added sodium to preserve it. Chicken breast for example: Pre cooked is very high in sodium. I want you to look at the nutritional information on the back of different fresh chicken breast. Foster farms has 75mg of sodium per 4 oz chicken breast and Safeway brand has 375mg of sodium...BIG DIFFERENCE!

**- (women) Are you at that time of month?**

For women, during your menstrual cycle you will be retaining water and will not see the weight loss on the scale. However, if you are following the plan, don't worry, fat is still being burned. Stay on track!

**- Are you stressed at work or home?**

Stress can affect your body's ability to let go of stored fat. A suggestion would be to add in ASupreme stress adaptogen formula in your next order.

**3.) I AM NAUSEOUS OR HAVE A HEADACHE...WHY? POSSIBLE REASONS...**

- Toxin release. You are pushing toxins into your bloodstream and they have to get out. If you have a headache you need to stay on the plan, but drink more water to flush the toxins out. It is not the cleanse giving you a headache, it is the cleanse working to push toxins out of your organs and rid them from your body. Most people do not experience a headache, but some do. - Carbohydrate, fat or caffeine withdrawal. If prior to starting you had been eating a lot of high glycemic carbohydrates and/or saturated fats and you stop cold turkey your

body has a withdrawal period that may cause an uncomfortable feeling. This is the same for caffeine. It is perfectly normal and will go away.

- Caffeine, niacin or b vitamin sensitivity. Everybody is different. Just like some are allergic to oranges or nuts, a percentage of us are sensitive to caffeine, niacin or b vitamins. If you feel too much energy from the spark, try ½ spark to get the nutrition in with less caffeine. The MNS max 3 has ½ the caffeine of the MAXE and the Thermo Plus has ½ of the caffeine of the Max3. Niacin makes your body feel warm; some people do not like this. Some people are sensitive to b12 and it makes them tired. For most people b12 and b6 give them great energy. You need to see what is perfect for your body.
- High level of nutrient absorption – body is adjusting. WAITING TOO LONG TO EAT. Everybody is different; fast vs. slow absorption. Your body is adjusting to an increased level of active ingredients entering the bloodstream at once. Some people take a couple of days to adjust to this once starting the MNS3. These are designed to be taken with food, so make sure you are eating no more than 30 minutes after you take them. If you want less absorption, you can choose to eat sooner as your body is adjusting. The MNS3 is made for ages 12 and older and should be where everyone starts. After 30 days, if you feel the need for even more energy you can switch to the MAXE or if you want more appetite control then switch to the MAXC. I AM FULL...DO I HAVE TO EAT ALL THIS FOOD? YES! If you are full then your metabolism is very slow and we are strengthening it through good nutrition in the right ratios at the right times.

#### 4.) I AM TIRED. POSSIBLE REASONS...

1. **Carbohydrate withdrawal** – Ask them if they ate lots of breads, crackers, chips, pasta, pastries and/or sugary foods and drinks prior to starting. If yes, then the body goes through a carbohydrate withdrawal and it will go away. If it doesn't go away, add a carb serving to meal 2 and 4 in addition to meal 3 on the cleanse and have them do the meal replacement shake every morning on the burn phase instead of just on refuel days.
2. **Low Blood Sugar** – Ask them to tell you the times they are eating and if they have any large gaps of more than 3 hours then remind them, “A large part of your weight loss success is making sure your blood sugar does not have large spikes and drops. Large spikes and drops will also make you tired, so make sure no matter what, you are prepared to eat every 2 to 3 hours and that you stay away from high sugar foods and drinks”. Take your Spark, Slam or ThermoPlus for additional energy.

#### 5.) I AM HUNGRY POSSIBLE REASONS...

Are you weighing your ounces of protein and other foods? Are you skipping any meals? Are you working out more than 1 hour per day? Are you getting in a fat portion at 2 meals per day? Are you getting in all your water? Are you taking your supplements on schedule? If yes to all, see if they have tried the tips from the day 10 follow up call. Add an ounce of protein as

a last resort. Another great trick is if you are still hungry after eating...drink a full glass of water and start chewing gum. The hunger should subside in less than 5 minutes!

## **6.) I HAVE ALLERGIES –**

Everybody is different. AdvoCare is a condensed form of food and just as many people are allergic to nuts or oranges or seafood, there are also specific vitamins and sometimes plant extracts or plant botanicals that some have allergies or sensitivities to. If you know of any allergies or sensitivities you have, we need to double check the products for you.

## **7.) I HAVE MEDICATIONS TO TAKE –**

Take medicine at a different time than your supplements, so they do not fight each other for absorption. Both will absorb efficiently when taken at least 2 hours apart. If you cannot have a specific vitamin or mineral or have been instructed to take more of a nutrient by your doctor, make sure you consult your doctor with the ingredients in your AdvoCare product or check them yourself. We are not doctors and cannot make any medical claims.

### **Can I mix the Meal Replacement Shake with milk, juice or add fruit to it?**

No! Additions such as these change the protein to carb ratio as well as the caloric count! Only someone who is after weight gain would want to consider such an option and even then, we suggest you discuss this with your challenge coach before implementing!

### **Can I use the Meal Replacement Shakes for lunch or dinner if I need to?**

Yes, in a pinch, they can be used to replace any meal or snack. However, always keep in mind, whole food should be your first choice outside of your Meal Replacement Shake at breakfast. If it came down to no meal versus having a shake, then yes, have a shake!

**The scale is not moving as fast as I thought it would, but my clothes are definitely looser. Am I doing something wrong?** The scale is the LAST place that will typically show results when it comes to “healthy” fat loss. Most commonly you will notice your clothes fitting looser, due to the density of fat versus muscle, before seeing the scale drop! This will be followed by family and friends noticing a change, before the scale shows anything drastic in the way of number fluctuations. All too often the scale can actually be misleading as the body goes through changes on a daily basis. This is why you are not allowed on the scale until the days noted! Use your daily guide to ensure you are eating enough of the appropriate foods and getting enough water.

**I take medications for different ailments; will they be affected by the Challenge?**

We cannot and do not make any sort of medical claims. Nor will your coach make any recommendations as it relates to your medication use or medical issues. Although what we do is based on good, solid nutrition, it is a common “industry” recommendation to simply not take your supplementation solutions at the same time you take any medications. You are most likely aware but, it is strongly recommended that you consult your physician directly.

**Can I use some other supplements or vitamins that I already have during the Challenge?** Can you? Yes. Do we recommend it? No! This is not to imply that they are unfit for use, it is simply to say that we can only speak for results and the credibility of AdvoCare products and our recommendation is always to simply suspend the use of all non-AdvoCare supplementation solutions during the challenge. This is not meant to imply that post-challenge you may not be able to put them back in use, but simply to ensure that ONLY those products which we know are built to work synergistically are used during the challenge itself.

**How soon can I do another Cleanse?**

You should not cleanse more than once every 90 days. You can simply look at your cleanse as a quarterly proactive maintenance plan!