

Scott Tousignant-Move It AND Lose It! April 2010

Lain: Hello, everyone, this is Lain Ehmann with 30MinuteMartha.com and The Multitasking Moms Telesummit. Today's Guest is Scott Tousignant. To tell you a little bit about Scott...along with his intelligent, supportive, and loving wife, Angie, Scott has been helping busy women and men just like you improve their #1 asset (HEALTH) for over a decade. Angie, in addition to being a busy work-at-home-mom operating a daycare in the family home, is also an ISSA certified fitness trainer. An integral part of the success of Fat Loss Quickie, Angie is also the author of "*More Love, Less Fat*", a couple's guide to transforming your body and relationship.

The couple's balanced and practical approach to fitness has helped others get more done in less time...(love that)...leaving you more time to do the things you enjoy most in life. Scott's education coupled with his years of experience has allowed him to create Quick Loss Quickie, the fast, fun, at-home workout program that quickly transforms you into the confident, energetic, beautiful person you really are...Yet you are all those things and more. It no longer matters how busy you are, you'll never have to neglect your health again.

That is a great intro. I'm pumped up. I'm ready to go. Scott, welcome.
Thank you so much.

Scott: Thank you so much for having me here, Lain. I'm real excited to share some great information with the people listening in. I hope these tips can impact their life in a very positive way.

Lain: I am sure they will. I've followed you for quite some time and heard you speak multiple times and knew that you were one of the target people I wanted for our telesummit because your whole philosophy and your whole target market yourself with work-at-home-moms and work-at-home-dads...you get it. You understand it's not somebody who has 10 hours a day to spend at the gym. You've got kids running in and out yourself. Your wife works from home. You understand the challenges we're facing. That's why you were one of the number one people when I started making my list of people to call in for speakers. Thank you. I'm very excited to have you here.

Scott: Thank you very much.

Lain: You told me to throw the tough questions at you, and I'm going to start with a tough one for me. Why is it so hard to lose weight once you have kids?

Scott: That's something I get asked a lot and as my career as a personal trainer, most of my clients have been women and it can be 15 years after they've had kids...and they're still kind of blaming it on babies. They're using the kids as an excuse there. Losing weight is hard for everyone. It's hard for me. It's hard for Angie. It's just not easy. We've all got our own unique challenges to overcome. Definitely women who have given childbirth have their own unique challenges....lack of time for one. There's no question about it. You're taking care of this precious new miracle that you've

brought into the world and they're relying completely on you. They can't really do anything on their own.

Thank goodness they sleep a fair amount but a lot of times it's going to interrupt your sleep. That also makes it very difficult for new moms to lose weight. When you aren't getting adequate amounts of sleep and interrupted sleep, it really takes a toll on your body. It can even add some extra stress in your life especially if it's your first child that you're bringing into the world. It's stressful. You're running around wondering: *Am I doing this right? My child isn't crawling when they're supposed to be crawling. This book says they're supposed to be doing this at this stage.* You stress yourself over everything and that coupled with lack of sleep and everything else going on in your life, your body almost wants to hold onto the weight when you're going through the stressful yet joyful time in your life.

Then there are things like breastfeeding. A lot of women experience holding onto the body fat when they're breastfeeding their child. Let's face it. Your body has been completely stretched out over the past 9 months...lots of hormones going on...which even if you happen to lose a fair amount or all of your baby weight, your body is still not going to be the same roughly for about a good year after you give birth to your child. The hormones have caused your ligaments to loosen up so you can deliver your child. Your hips may ...even though you've lost all your fat...your hips may actually be wider still like 6, 8, 9 months after you've given birth. So

even if you've lost all the weight, you still might not be able to fit into your skinny jeans because your ligaments are still loose.

You've got all these different unique challenges...there's no reason why they should all prevent you from having a great physique. I just like taking a look at all those challenges, writing them down on one side of a piece of paper, and on the other side of the paper write down what you're going to do to overcome those challenges.

Lack of time? Alright, instead of doing an hour in the gym I can break my workout into small manageable chunks. I can get up maybe a little early before the baby wakes up or I can work out with my child....do some squats with them. Integrate them into your training. There are so many different ways you can overcome the lack of time obstacle.

Sleep? It's tough if your kid is waking up in the middle of the night. Hopefully, you have a very helpful spouse that will swap turns with you and different things to manage stress. Make sure you take that time for yourself and do some deep breathing exercises. Take a little bit of 'me time'. To me, the workout is that 'me time', and giving Angie that time to exercise (we have two children of our own) even though I had to take care of the children during that time...It was a lot of work for me because I had a lot of stuff going on...I knew that Angie was going to be a much better mom, a much better wife, and just a happier person overall if I gave her that time to go for a walk or do a quick little workout even if it was just 10

minutes to really recharge herself and get that little bit of 'me time' to reduce that stress in her life.

There's always ways you can overcome these challenges and I'm always looking for exceptions to the rule. You kind of get wrapped up into that way of thinking...*How come it's so tough for women after having kids and tough to lose weight?* Well, there is just a plethora of women out there who have had children and are able to sculpt a really sexy, lean physique afterwards. Angie's definitely one of them. She's 37, had two kids, and one was a C-section. She looks better now at 37 than when we got married at 25. It's hard for all of us, but you can do it.

Lain: Right. Do you think it's a case of what I felt was the 80/20 rule where I can put effort into losing the weight and get 80% of the way there but to get that last 20% which for me is the last 10 pounds...it's going to take intense hours at the gym. Is it going to require that extra or is it just consistently doing the types of exercises that you've created and the types of workouts that you've designed for your plan?

Scott: That last 10 pounds is always the trickiest part for anyone. Once you get down to that leaner weight, the last 10 pounds is tough. Your body does want to hold onto that weight. A lot of it is hormone issues that are going on in our bodies. It really wants to...it's not used to being lower in body fat and the more fat we have, the more comfortable our body tends to feel. Getting rid of those last 10 pounds is trickier. It takes more effort but not

necessarily more time. It's just working smarter not harder, I guess you can say.

It's really the combination. When you get to the last 10 pounds it's really making sure you're doing everything that you can to maximize your body's ability to burn fat. It's going to come from eating properly and doing resistance training and doing some cardio and different variations of cardiovascular activity and a bunch of different other things. It's really making sure you put the whole package together...eating right, doing resistance training, doing your cardio.

It doesn't necessarily take up hours and hours of time. I personally don't have time to devote an hour to going to the gym. I can't even stay focused for that long to spend an hour in the gym. I've got too many things going on in my mind and I can't wait to get back to work. That's why I really like to break my workouts into small and manageable chunks. I'll do 10 minutes first thing in the morning when I wake up. That gives me that great boost to get going to my day. It energizes me and gives me that jumpstart way more than a cup of coffee ever would. Then when I start to feel a bit tired and fatigued midday after staying at the computer too long and trying to think of too many different things, I'll do another 10 minute session.

I may have done a 10 minute interval style cardio training in the morning- all body weight movement - and then in the afternoon or midday, I will do a

resistance training where I can use some body weights or some dumbbells along with my stability ball here in my office. Then at night I do like to get in a half hour walk after we put the kids to bed at 8:00. They're in bed sleeping.

(Oh, my cat just caught a bird. That's not good! Poor bird. That's like being on a call and seeing your cat take a bird in front of you. Oh, man...sorry.)

So I really like that time. The kids are in bed and Angie will kind of use that half hour time to prepare herself for the next day when the kids come into daycare. I'll go for a walk. She's already done her exercises for the day, so I'll go for a walk and listen to an audio...like a call like this. I don't like listening to a lot of calls live. I'd rather be moving. I'll wait for the recording, put it in my mp3 player, go for a walk, and listen to the call then, or listen to it in an audio book...some sort of educational program.

I'm in a few mentoring programs so there are some calls there I can pick from. I'm always trying to educate myself while I'm out there or I'll just use that time to unwind and connect with nature. The path I follow right by our house goes along a nice winding river with lots of nature. That's where I feel at peace. I can clear my head and just totally recharge for the next day. That's a half hour but the kids are in bed, Angie's doing her thing, and then I come home and reconnect and communicate before we wrap out our day.

Lain: So all total together that still is less than an hour. It's not like you're at the gym swimming for an hour and then on the bike for an hour and the weights for an hour every day. You're giving it about 45-1 hour every day.

Scott: Yeah, that's max. I don't go for a walk every single day. There are days where I will just do the 10 minute workout and then 10 minute interval training. That's great. But for those last 10 pounds I have to really make sure I do that combination with the two 10 minute workouts as well as a half hour walk or a half hour bike ride. I find those combinations really help get my metabolism cranking, helps reduce my stress level, puts the environment within my body in the optimal place to burn fat and that combined with eating the right foods really makes a big difference.

I try to reduce as much manmade food as I can. I consume a lot more fruit and vegetables. I'm pretty much a creature of habit when it comes to nutrition. I love my oatmeal and berries and cinnamon in the morning and having eggs every day. There are certain things that I have every single day. It's habit forming. Some of it is food I couldn't stand before. Now my body craves them because of the energy it gives me to perform the exercises and to get through the day of work, the clarity it gives me to be the most productive during my workday as well. Nutrition plays a very key part in it. I crave those foods because of how my body responds to them.

Lain: There are so many trends both in diet and fitness like Atkins: *All you need to do is cut out all the carbs. All you need to do is cut out all the fat.* Is there one answer first of all, and second of all, what is the answer?

Scott: Yeah...nutrition is probably the trickiest thing out there and it's getting more and more complicated...actually, there are just more and more options out there. It seems like a decade ago there was just that few where it was either high protein or high carbs but there were just a few books out there where people would say: *This is the way...* or *The Zone Diet...* Now it's like everything. There's a big raw food movement going on where people are eating as much raw food as possible. There are a lot more vegetarians around.

It's difficult for me to give like a general standard advice. A lot of my customers all have different unique needs and concerns and values, as well. Some of the vegetarians don't eat meat because of some of their values. They really don't like seeing harm brought to animals. You have to respect a lot of things like that. For me to say...because I eat some lean protein everyday...to say you have to eat like this would be very wrong for me to say that.

The basic advice really applies with creating that caloric deficit that you're eating fewer calories than you burn and try to consumer calories that are going to provide you with the most nutritional value because you could create a caloric deficit by only eating a couple of Twinkies a day but that's

not going to provide you with energy to help you work most effectively and efficiently to perform your workouts, to spend time with your children and be active with them. So making those smart choices when I'm eating foods...those are really the things that I do think about before I make those choices.

Once again, it's habit. It starts in the beginning of making that weird, kind of uncomfortable conscious decision of approaching the fridge and feeling like going in the freezer, grabbing the ice cream and stopping yourself and saying: *Is this food going to help me be the best I can be today? Is it going to help me be the most in my work? Is it going to help me get through an intense workout? Is it going to help me have the energy to chase my kids around when they get home from school and playing tag ball and all these fun things?* I don't want to have to turn my kids down from being active out there.

I make those conscious decisions in the beginning and now it's automatic when I open the fridge. First of all, we try not to have any junk in the house at all because it's just way too tempting. I just like once a week order pizza in and then it's gone. It's not in the house anymore. I'll go up and grab a chocolate bar that night and have another one throughout the week. So 2 chocolate bars a week and some pizza is basically my saying that I really enjoy those foods and allow myself to have them.

Lain: It sounds like rather than there being one secret answer like: *If you just eat your carbs before your protein- combine your food- or if you never drink water when you eat...* instead of those gimmicky kinds of things, it sounds like what you were saying before about the real foods, too. It's kind of going back before everything was so packaged and readily available and looking for stuff that is 'real food' that gives you real energy and nutrition.

Scott: Yeah, it really is simpler. Things can really be over-complicated with different nutrition programs out there. I'm not strict. When I really want to buckle down and like we've got a beach vacation coming up in July where we're going to Turks and Caicos and I want to look my absolute best ever there. I'll follow a bit more strict plan for 1-2 months but I know it's only temporary so I can be strict and journal my foods and things like that but it's not something I'm going to do all year long.

Angie's definitely someone who is more controlled than I am. She can have a couple of cookies and not want to eat the whole box like me. So she definitely has more control and can have a little bit of something every day and be fine and not want to give into a huge craving whereas I tend to binge if I'm going to have some junk. We're all different when it comes to how we respond to food.

I don't like to have a blanket statement for nutrition. It's just finding the right program that resonates with you that isn't extreme. I guess I really have issues with any kind of fitness or nutrition where someone is

dogmatic about it and says: *I can't believe you're eating meat. I can't believe you're eating carbs.* It's just a very dogmatic approach to nutrition, and I don't like that. I'm very open to a lot of ideas and approaches because it's going to be a certain approach that's going to work better for some over others.

Lain: Are there some general rules like opting for more whole foods over processed or not eating after X time at night or anything like that that you might suggest that are more general rules of thumb?

Scott: Well, that certain time of night thing...again, it depends on how active you are. I like to eat something an hour before bed. It's usually a lean protein. I may even have a big salad with some hardboiled eggs in it. I want to make sure...that's a long time for your body not to have food in it. I'm not stuffing myself but I like to have a little bit of something in my stomach so my muscle will be preserved during the night. I don't want to go too long a period of time without fueling my body with some sort of food.

My general guideline that I like to follow is really...breakfast is probably my biggest meal of the day. That's when I eat most of my carbohydrates. I'll have that big bowl of oatmeal that has a bunch of berries in it. It's big and very filling and satisfying. I'll also have some eggs along with that. It's a very filling and satisfying breakfast. With each meal as the day goes on it becomes smaller. I kind of taper it down a bit and those meals are mostly consisting of protein and some vegetables...fewer calories as the day

goes on. Even if I eat an hour before bed, the calories I've already consumed during the day have already been burned for the most part.

As long as you maintain that caloric deficit, it's not going to matter too much how close to bedtime you're eating there. I don't like to obsess over those things because it would drive me nuts if there were some nights where I'm enjoying a show with Angie and I can't have anything. I don't want to feel like I'm starving and go to bed with my stomach grumbling. That would just make me grumpy. I find almonds curb my cravings. Angie will cut up an apple and put peanut butter on it. That's one of her favorite late night snacks...kind of curbs a lot of the cravings that she is having. Lots of little tricks like that.

Lain: Do you subscribe to the three meals a day or the smaller meals? I know you said like large and tapering down to smaller or fewer calories as the day goes on...Do you pretty much stick to three meals a day or do you break it up into snacks as well?

Scott: When it comes to burning calories you'll hear a lot of experts say: *You should be eating six meals a day. It's going to really help boost the metabolism.* That's not really the case. You're not going to get much if any boost in the metabolism by having six meals over three meals. I do eat more frequently ... 5-6 meals a day...not for that calorie boost but it prevents me from experiencing any kind of binge. If I go too long without food...if I go 4-5 hours without eating and I'm preparing dinner, I'm more

likely to be looking through the cupboards at the same time and munching on stuff as I'm preparing dinner and then eating dinner after I have all those munchies because I'm looking for something. It's been too long since I've eaten any food. It's really more to keep me in check.

I'm always in a state of satisfaction basically. I'm never hungry. I'm never stuffed because I really don't like that stuffed feeling. If I go the three meals a day I'm really more full than I prefer to feel. I'm not like full-full but I'm beyond satisfied and I just prefer to feel light and satisfied throughout the day. I'm not like a grazer or anything but the more frequent meals really keep my cravings in check and prevent me from going on any kind of binge or anything like that.

Lain: Interesting. I like how you described that. It's something I can really use because I think you're right with the three meals because you know it's going to be 5 or 6 hours before you get a chance to eat again so you might overeat and get that past full feeling that's not the most pleasant feeling in the world.

Scott: Right. It's not to say you have to have 6 meals. A lot of times if you're working really hard and you're at your desk you really can't get away from it. I have food right at my desk. I'm big on making healthy food convenient because that's the biggest thing. If I'm going to be reaching around and grabbing something because I'm really hungry, I want to make sure that the easiest things for me to grab are healthy foods so at my desk I have a

container of almonds and walnuts. I have a fruit bowl that has apples, pears, oranges, and grapes. I have my big jug of water here. There's always something for me to munch on if I am going too long in-between meals and I want to make sure I'm not going to have a binge later on. I make healthy foods very, very convenient.

Lain: Let's talk about water since you brought that up. I am horrible about drinking water. I know a lot of other moms are, too. They'd prefer to hit their liquids with iced tea or diet sodas or coffee. What are we doing to ourselves when we don't drink water?

Scott: I enjoy a cup of coffee in the morning to get my day started...not so much for the boost because I get a much bigger boost from my workout, but the warmth...There's something about it. Coffee is not necessarily bad for you. In fact, it's pretty good for you if you're having it in small doses 1-3 cups throughout the day, but you really want to not be getting many of your calories through liquid. You're only allotted so many calories per day and if you exceed it you're going to be storing fat. If you want to be burning fat then you have to be consuming fewer calories than what you're bringing in.

I would much rather get my calories from food that is going to satisfy me and taste great and fill me up than to get my calories from iced tea or any kind of other fruit drink or anything like that. I used to not enjoy water whatsoever. I couldn't stand it. I just got into that routine of drinking a little

bit more each day. The thing that has really helped me is I've been doing this for years...I actually have a full gallon water bottle back there. It's pretty big. You could get yourself a half gallon one and fill it up twice, but that makes sure that gallon of water is 8 cups a day that I should be drinking. Most days on the days that I work out I'll have 1 ½ of those because I really require it.

Everything we do, every chemical reaction that is going on, every thought and action that we're doing requires water. Our dehydration is the biggest cause of fatigue. If you're feeling tired during your workday and sluggish, the best thing you can do is pound back a glass of water. It's really nice to monitor it through the day. I like having the big jug because I can see if it's noon my glass should be a little bit more than halfway empty....not my glass but my jug. Then I monitor it through the day. It should be gone by the end of the day. I don't want to drink it all at once. It's not good to be drinking. *Okay, I didn't drink my water today. I'd better pound the whole thing back right now.* That's not healthy either.

Water helps with controlling appetite as well . It helps satisfy you even though it's not as satisfying while you're drinking it. Something else whether it's milk or a soda or something, to you may feel like it's more satisfying to you but you increase your water intake a little bit at a time and you cut out the other things. It just becomes a habit and a part of your every day routine just like everything else. Ease into it and focus on progression.

I think that's really the biggest key to success, health, and fitness. Start off small. Have your main focus as becoming better today than you were yesterday and better tomorrow than you are today. Focus on growth. *What can I do a little bit better today? Maybe I can get in half a glass more of water. Maybe instead of having cereal for breakfast I could have some oatmeal...one little change there. Maybe I can't get in a full 20 minutes of exercise today but I can start off doing 5 minutes.*

Always focus on progression. You don't have to be perfect right off the bat and if it doesn't work for you, don't just throw in the towel. Take those first little baby steps. If you're always focused on growth, it's taking that a little step further today. It won't seem so hard because it's just one tiny little step. I really focus on growth. That's my main goal in life...continuing to grow. When I'm not growing as a person in at least one area of my life throughout the day, it hurts. I don't feel right. Something doesn't feel right with me and it's more painful for me not to grow today and become a better person than it is that time I'm spending working out. Growth is a big factor for me.

Lain: I can't speak for men, but do you think women in particular focus on too much weight versus fitness?

Scott: Yeah. The scales...there are a lot of women, I guess...I don't want to generalize anything... but the scale and the weight number seems to be a major focus as if you're walking around with a sign on your back that says: *I weigh 140 pounds*. I can't tell how much anyone weighs and you personally know the number and think: *I can't weigh that much!* But I have no idea what you weigh.

A lot of people will see Angie next to my sister or some other people who are bigger than she is and they'll assume that they weigh more than Angie, yet Angie weighs more than them because she's got that lean muscle mass. Angie's more ripped now than she's ever been and she's about 15 pounds heavier than when we got married. If you saw our wedding pictures compared to now, she's absolutely amazing...the shape in her arms and legs. It's wonderful.

When you just focus on weight and you start to see the scales creep up and panic and back off from the workout program because you don't want to get too muscular or you don't want to weigh a certain weight...the weight doesn't matter. You want to go for the look. You want to look awesome in that strapless gown and in a bathing suit or anything like that. You want to look awesome naked when you look at yourself in the mirror. Those are the things that are more motivating than whatever that number on the scale says. Like you said, focusing on fitness and being able to have that energy to chase the kids around and do things that you really enjoy in life .

I just did a talk at the local hospital to the volunteers there who were mostly made up of seniors. Just talking to them about their quality of life ...I only train two clients there. One of them is going to be turning 90 in June and the other is 87 years old right now. The gentleman who is turning 90 in June went on a trip to Japan recently and climbed hundreds of steps to get to the very top of the temple. There are amazing temples in Japan. He thanked me for the past 10 years that he's been working out because if he'd gone on that trip 10 years ago before he started taking care of his health and fitness, that vacation to Japan would have been nowhere near as amazing as it for him because he wouldn't have been able to climb up those steps and see those temples up close and personal like that.

When you focus on your fitness and the quality of life that you're producing because of the effort you're putting into exercise and making the right nutrition choices, it's so much better than walking around with a sign saying you weigh a certain amount of weight. That means nothing in the big picture. You can get to a certain weight even if you successfully reach the right weight that you want to be at. There are so many different ways you can improve your health and life by just focusing on reducing your stress levels and breathing better and getting more flexible. There are so many ways you can improve your health. Having a goal to just always improve your fitness and health is a lot better. Weight is just such a small portion of it. Exercise is really not supposed to be about losing

weight. It's supposed to be about having fun and really being the best you can be.

Lain: Can you give some suggestions on what kinds of activities that moms can do with their kids where they're getting some weight resistance benefit or cardio benefits?

Scott: Cardio benefit...our kids everyday are asking us to go to the park or go into the backyard and we play a game called tag ball where we have a Nerf ball and we try to hit each other with it. We play tag and other stuff like that. When we're playing tag and games like that, my heart is feeling like it's going to explode. My kids are getting faster and faster now and chasing them down is not getting any easier. It's short bursts of exercise. I'll be chasing them down or running away from them or Angie. (She's pretty fast, too.) That will get my heart racing and then there's that moment of rest where: *Okay, you're 'It'...whatever...then you stop and rest for a few moments and then you go again.* That's almost like interval training in itself where it's a fast burst of exercise where you're almost sprinting after each other and then you spend a minute or so catching your breath and walking around...never really sitting but chasing each other around like that.

Our kids are old enough right now...our daughter is 7 and our son will be 9...they'll workout with us together. My daughter is really into the skipping thing right now. They skip together. They'll do a little bit of light weights

with us, as well. ..nothing big. They're not following the complete program. If you've got newborns you can hold them and do some squats. You can lie down on the ground and kind of lift them up. Bring them down to your chest. Even twisting movements...holding them close to your chest while you're standing and twist your shoulders from side to side. Get those abs moving. We have a bike trailer where we go on bike rides and pull them behind us. We get creative. I think that's the best part and what keeps it really fun and makes you want to be active and fit. My kids are always making up games and fun, active, goofy stuff we do together.

Lain: I think that's what makes it so great. I think some people think it doesn't count unless I'm wearing my workout clothes and at the gym. None of that other stuff counts as exercise.

Scott: That's such a good point because really exercise is only a small portion...structured workouts are only a small portion of the calories that you could possibly burn throughout the day. Right now I'm on the phone with you and I'm walking around. I'm not sitting in my chair. I'm moving around and burning a few calories...not a ton, but I'm burning a couple of calories. While you're preparing dinner, walking around making a meal you're burning calories. Chasing the kids around I'm burning tons of calories. If I'm listening in on a live call I have my stationary bike right here in the office rather than sitting and listening...I'll ride the stationary bike and burn some calories there. A lot of times I just try to get up and be moving as much as possible and burn a lot of calories just by being up and moving around and doing little things that are not necessarily

structured workout. You're actually going to burn more calories during the day doing all that stuff than you will during your actual workout time.

Lain: Right. You go to the gym and ride the bike for a half hour or 40 minutes and what do you burn...200-250 calories? In the overall scheme of things that's a lot of chocolate chip cookies.

Scott: You'll be in big trouble if you're relying on your workout to burn the calories.

Lain: Let's talk a little bit about how you have Fat Loss Quickie structured. I think that's really unique and something a lot of listeners won't have heard about before.

Scott: It's really as I mentioned earlier in the call...broken up into small manageable chunks. I really like that not only for the time convenience...I find I can only devote 10-15 minutes to exercise at a time...so I break it up first thing in the morning and then midday. Some people like to do it together because they're 10 minute workouts. They're 10 cardio and 10 minute resistance training. It's 5 days a week I have set up. I have it set up that way because it's all about consistency and building those healthy habits. I found when I was training people and they were only training 3 days a week in longer workouts, they were just focusing on working out 3 days a week and the other days there was no structured plan. They had 4

days to basically fall off the wagon or do what they wanted. So I find that 5 days keeps people consistent and their metabolism boosted more often. Then on the weekend you can just do fun activities. Broken up into chunks I like because of the metabolic boost. I'll boost my metabolism first thing in the morning and then midday it gets another boost. Not only are you burning calories during the workout but you're burning calories afterwards because the workouts are pretty intense. It's only 10 minutes so it really flies by. It's hard but you can get through it because you know it's 10 minutes and you're almost done. After a couple of minutes they're just ticking away pretty quick.

There's always a motivational component. That's a big thing for me. The mindset is absolutely huge. There have been a few topics that we covered here today that are very limited in belief if you're thinking it's too hard to lose weight if you have kids. Who has time to work out and spend hours in the gym? There are all these limiting factors that are playing around in your mind. I like to make mindset a huge part of all my programs that I ever create. There are motivational audios that come with the program and quickie little nutrition tips. A lot of our meals are fast. We don't like to spend tons of time cooking and preparing. It's really a combination of a whole bunch of things but the workouts are designed to be time efficient and they're done right in your office.

You don't even have to leave home. If you don't have any equipment in your office you can do it in your basement or somewhere. It only requires a stability ball which you can get for \$10 at WalMart or someplace like that

and some dumbbells. put together a video where I'm using milk jugs and soup cans. That's what some of my clients were doing for the longest time. That challenged them enough. The water jugs or milk jugs after you used them you can fill them with water....they weigh about 10 pounds each. That gave a great workout and they didn't have to go out and invest in dumbbells which aren't really all that expensive anyways. There are lots of body weight movements as well...all designed to crank your metabolism and make you super productive throughout the day.

Lain: It's done on a subscription basis. People sign up and get regular videos?

Scott: Yeah, they get 5 workout videos per month and 5 ten minute workouts, 5 ten minute cardio sessions, so that's a total of 10 workouts. They get nutrition tips and meal plans. During that month they'll get 8 motivational audios plus some other bonuses. My movie: *The Change Series* which is very motivational based on my motivational audio program is a part of it. There are lots...calls and support group and all that kind of good stuff all wrapped up into one. I was doing it where it was a monthly subscription and you would get charged every month. Your credit card would be billed again. Most people were taking the onetime payment for either 3 months or six months so right now those are the two options I have available....getting 3 months...paying for a 3 month membership that's just a onetime fee or a six months membership. The more you get the more you save.

Lain: That's what I always say to my husband when I go shopping. Yeah.

Scott: Yeah, it's amazing when you see that...when there's a sale.

Lain: Before we wrap it today can you tell us maybe a success story that you've had with one of the moms that you've worked with to maybe inspire us with a real life mom out there who's really been able to kick it and make some changes in her life as a result of working with you?

Scott: I have to choose one? So many of them have really brought tears to my eyes. A lot of it is the lifestyle change. It's a balanced approach. We don't want to just focus on the fitness. ...it's on improving life overall. It's always great to hear these stories of these moms being more active with their kids. They were focused so much on work and business and not spending the time with their family in order to get ahead with their business. They had to work more hours in order to get ahead. Now they're cutting back on hours and spending more time on themselves which is actually giving them more time with their family. Their finding that their businesses are flourishing more even though they're spending a little less time on their businesses and more time on them. It's just great to hear the stories about how much more active they are with their children.

I'll say one of my favorites would be... Ericka is one of my favorite success stories because she was incredibly skeptical in the beginning. I remember her posting on my blog...actually Nicole Dean's blog that she posted

on...saying that she had bad knees. She'd been in a car accident and had a lot of weight to lose. She didn't believe she could exercise since it was hard enough for her to just walk. She was in a lot of pain and taking a lot of medication for her pain. She just didn't think it was possible. Before she even got on the program I did a video showing her some simple little exercises to first of all strengthen her knee to build that foundation to strengthen that knee so she could do some workouts afterwards. She was pretty impressed with that and overcame some of the skepticism so then she joined the program.

She was definitely losing weight. I don't like to say specific weight numbers because of FTC and all that stuff, but she lost a fair amount of weight and she got to the point where she was saying: *You know, the days I don't exercise I hurt.* She was in a lot of pain before and taking medications and was afraid to move because her knee hurt. On the days she was exercising she was feeling great. She was stiffening up on the days that she wasn't exercising. She had some great weight success there and her young daughter and her were always scheduling some mommy/daughter time and taking her to the zoo. Her story really inspired me because she's been very persistent. She's been faced with a lot of challenges and had a lot of challenges to begin with. She just didn't allow any of them to stop her. She found a way to cross examine and challenge those limiting beliefs and overcome them and replace them with more empowering beliefs that she really can do this and really can look absolutely phenomenal and have loads of energy and really be the best she can be.

There are lots of stories like Ericka's. I hate to center one out but I'm really proud of her accomplishments.

Lain: Now if people want to track you down, I'm going to be writing a recap of the whole telesummit with the resources for each speaker, so I'll send that out to everybody, but if they can't wait and want to go to FatLossQuickie.com, is that the best place?

Scott: Yeah. That is my homepage. You can click on the blog from there. I definitely dish out a lot of great content on the blog with lots of video and demonstrations and audios...lots of great inspiring things. No doubt about that.

Lain: Wonderful. I'm inspired. I'm ready to go.

Scott: Get your butt moving. Those last 10 pounds don't have to be stumpers. Don't limit yourself with that. Find those examples of people....I see one of the recent posts that I put up on my blog if you're listening to this today at the end of April or beginning of May...one of the recent posts is about women who had a few children, are in their 40s and were very overweight. They never dreamed...the thought of entering fitness or female figure competitions was the furthestest thing from their minds. There are some pictures of them where they got to the point where they were onstage. They won medals in female fitness competition. They were overweight

The Multitasking Moms Telesummit

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women who were able to achieve goals like that. It's all possible...just find role models and examples to kind of help you cross examine any limiting belief you might have.

Lain: That is such a great suggestion. I will find that post and put a link in the resources, too, so no matter when people are listening to this they'll be able to check out that blog post.

Scott, thank you so much for this great information...lot of great things to think about and also the knowledge that it just doesn't have to be all or nothing and it doesn't have to be all today. We can take small steps in making tomorrow better and then do the same thing tomorrow. That's very inspiring to hear. Thank you!

Scott: Awesome. You're very welcome.

Lain: FatLossQuickie.com. This has been very inspiring. This Lain Ehmann with 30MinuteMartha.com and The Multitasking Moms Telesummit. Everybody have a great day and go do something with your kids outside. Thanks everybody. Bye bye.