

Lesson 3 Transcript
MEET OUR COMMUNITY

I love this program for so many reasons, but the thing that I love probably the most is our incredible second to none community. In this video lesson that you'll see as part of your sneak peak, you'll meet a bunch of program graduates who share what they love about the community and what they're currently doing in their careers and lives. You're going to see very quickly just how empowering, smart, and impactful these people are. Enjoy this video, and while you're enjoying it and soaking it all up, imagine what your story will be after you go through this program? What are you excited to do? Imagine yourself chatting amongst this group. Enjoy. Welcome all of you. Amazing rock stars, nutritious Life studio alum. Um, thank you again so much for being here and for spending time with me, with Ellie, with each other. Um, we're gonna have some fun and talk a little bit today about what you're doing on a day-to-day basis, what you're doing, maybe not even on a day-to-day, but on a monthly basis, what you plan on doing for the next year, the next five years to come.

What are you doing in your nutrition and wellness business? So why don't we start with just a pretty open, big question. How did you even decide to do the Nutritious Life Studio program versus maybe going in a totally other direction or versus doing another program, or what was the impetus? What was the passion behind it? And then we'll dive into the fun nitty gritty of what you're all, what you're all doing. So whoever wants to go, you can, you can jump out or you can raise your hand, however you wanna do it. <laugh>, you know, we're really casual here. Interesting.

I'll jump out cuz I think Awesome. Nancy Story might be a little, I not, not that it's funny, but I, so I had retired from pharma, so I was

Can you just, sorry, just real quick, just will you, just for, for all people watching, will you just say your name, where you're from, and just a quick little blurb of what you're doing and then get into your answer.

Yes, I am sorry. I got so excited to answer the question.

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No, that's, that's all good.

Hi everyone, I'm Nancy Mancini. I am from New Jersey. I'm a health and wellness and personal trainer. Um, so I really work with women to try to help prioritize their health and wellbeing over the stressful demands of their lives. So that's really my focus. So, um, so as I was saying, like four, three or four years ago, I retired from pharma and I just worked in marketing, um, and working in diabetes and cardiovascular disease, I knew I wanted to make a difference in people's lives. So I didn't know what that was gonna look like. And then one day I was just looking, I was actually in the middle of the night because I couldn't sleep or something or I get used to getting up very early in the morning. But anyway, so I looked at my phone, I found Nutritious Life Studio on my phone from 2011, so this is 2018 in the fall.

I'm like, what is this? So I googled it in the middle of the night and I read about the studio, I read about Carrie and you were taking applications for the studio. So I actually applied right then and there. It was like 3:30, 4 o'clock in the morning and I applied and, you know, just a little bit about my story. And then I kept getting emails, you know, we're gonna review your application, we're gonna determine and select who. And I'm like, oh my God, I'll never get picked to be part of this. We're to do this. And I was, and, and I jumped right in. And I think from now on, I've never regretted a minute of it. And you know, from there I was like, what can I do with this? You know, and started Googling, do I need to go back to school to be a nutritionist and so forth. So I did go on another path, a parallel path to get my certification as a health coach. Um, right after, um, right around the while I was doing your program, then I went into health coaching. And only because with health coaching and because I came from being in market research, it's all about finding insights and really getting to the aha moments. So I felt it aligned with my former career. So that's a little bit about me. So thank you for letting me share.

Awesome. Thank you so much Nancy, for sharing that. Anyone else wanna share? Ha Jill.

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Hi. Okay, so I'm Jill Annenburg Lawrence. I live in Southern California. Um, I coach people on getting crap outta their mouth, their minds and their environment and have fun. And I'm a total open book and a little bit crass. So I work with people who don't mind that and wanna have fun while they're being coached. Uh, I found you because, uh, this was um, 2015. I graduated from Integrative Nutrition in 2015 and you were a guest teacher there. And from the second you started speaking, I'm like, who is this? Oh my God, she's amazing. And I started following you in a very healthy way, stalking you, signing up for your website newsletters and everything. And as soon as I graduated from I I n I told my husband, I'm like, you're gonna think I'm nuts cuz I just did a year long program. But I have to take Carrie Glassman's Nutritious Life program because as wonderful as I n was, it was just a, a different type of education where I didn't feel like I had the vernacular to actually share everything that I had learned.

And because you are like, as they say, boots on the ground, you're writing, you're doing all these interviews, you're hosting stuff, all the collaborations, and you've been doing this for what, like a couple of decades. There's no comparison to what you have to offer. So I felt like I needed you as well to help boost my confidence to be able to coach. So jumped into your program and well that was 2015, so it's 2022 now. I've participated in so many of the Tuesday Zooms, our book clubs, and the live masterclass. Like I feel like I just can't get enough because everything is always changing in the world and you just keep evolving with the times and keeping us current. So I love this program, I love you, I love everyone on this call and the whole community. And I truly think it was one of the best decisions I made both personally for myself and for everyone who's in my circle that benefits from this health information as well as for my business. So thank you.

Oh, thank you. That was amazing. And I feel like you've been just hearing about your coaching and we'll dive into that as we get, as we talk more. But I feel like you've been coaching for decades yourself. Like I can't, like I really do. When I think of you as a coach, I think of you as doing this for so long. I just feel like you've been a coach for so long.

Oh, oh, thanks. It's like

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You share. Yeah. So it's funny when you say how many years ago it was, I'm like, it seems like it's been decades for you. So I mean, you're doing such a great job. I can't wait to we'll we'll you'll share more, but thank you. As we go along this our, but um, that was really great to hear. Thank you so much. And I love hearing everyone's different journeys of how they got to the, that was, they got to that place to take that step, right? So who else wants to share? Jenny,

I can share. Hi everyone, I'm Jenny. I have been in the fitness world for about 15 years. I started teaching yoga and Pilates and group fitness and I had a full corporate job. Worked in sales, built up sales teams, worked for a lot of startup companies and I was always searching for my purpose. And I knew that purpose lived in movements and fitness. It was my medicine, but it was always just on the side. And I never made it full-time. And it was actually three years ago, I moved to Phoenix, Arizona to be with my boyfriend, who's now my husband. And I said, moving here is going to embark on this new wellness journey. Like, that's it. I'm not going back to corporate sales and we're gonna go all in. And I did that. But then Covid hit and when Covid hit, cause I was still working for another organization, but now I was fully in, you know, health, wellness, fitness, um, position got eliminated.

I spiraled a little bit. I went back to doing what I knew, which was back in sales and it was soul drenching and, you know, to the point where I couldn't get out of bed, went through a depression again. What am I doing with my life? Um, why can't I trust myself and trust myself to build something? And I slowly started researching what it would take if I needed to go back to school. I think we all thought this to be an rd, right? But I didn't wanna work in a hospital or clinic setting. And it wasn't just nutrition that I was interested in, it was, you know, wellness as a whole and just helping everyone live their happiest, healthiest lives. So I'm a big researcher. I looked into all the nutrition programs out there, you know, what could I do without going back to school?

I also had an interest in therapy. Um, so I looked at going back to school to be a therapist as well. And I finally found a program with Nutritious Life Studio that really mirrored this holistic approach where it wasn't just nutrition. And when I saw there was, you know, a real live face, Carrie behind this <laugh> with her credibility, um, you know, 20 years I think, plus Carrie, um, of doing this and having that solid experience of building her own business and working with the slew of clients and writing the books and being on the media and that we could actually learn from you. I was just, you know, taken back because like I said, I looked into seven different programs. Um, none was led by

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one live individual, you know, in the trenches herself from the ground up, living and breathing this. And the fact that you host live calls, um, I think I've said this before, but the fact that we're in a community with live calls, that was like the one piece that stood apart the most that got me to join this program. So we're in this community for life and we get to show up and see Carrie's face and like actually get FaceTime with her. It's not just an on demand learn at your own pace program. Like you have the community behind you. And that was the biggest piece for me.

Amazing. Thank you so much. And congrats by the way. And becoming a bride, a wife.

Oh, being a wife.

I know. Cause you just got back from your honeymoon, right?

I did. And there's more to share with you offline.

Okay. Okay. Oh, I can't wait. Sounds juicy. <laugh> sounds good,

Heather.

Congrats. Congrats, congrats. Um, and thank you so much again. It's so interesting to hear, you know, what, what got people to that starting line of the program and um, and you know, I love hearing all of your journeys and I love hearing where your passion comes from. And I mean, you all know I'm, I'm obsessed with this community and, and, and you mentioned the live calls. It's like those live calls make my week when I hear just all of the amazing stories that you share and how you're touching lives. It's just, it fills me up so much. Like I can't quite even put it into words. So anyway, all right, let's dive into it. Unless anyone else wants to share. I mean any, anyone can share on at any point. By the way, if you have something you wanna say, just, just jump in there.

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Um, but I will ask another question. So I want to know, um, from all of you, you know what, or actually let's start here cuz I think this, this is a big question that people have. After you do the program and you are immersed in it and you're having this great experience and you're immersed in the community and you've learned all the info and you start your business. Um, let's say, let's say you've even, you know, you've done all the legal work to start your business and you've even done the branding and the marketing and you figured out like what you're gonna do there. How soon did it take you to start seeing clients and then earning income? Cause I think people can often get to the, okay, I met with a lawyer. I started, you know, this L L C and I met with a website designer and I started my website.

But diving in and seeing clients, I think is the place for people, it's another step that people have to take. That can be, and I mean, I think all of us, we've heard people say that, some of you have maybe even have said that, but we've heard people say that on our calls, right? People get to that place. And that's sort of this again, that's this big step to take. So love to hear a little bit about your journey there, how you took that first step, how long it took to do that, how fast you started earning income, that type of thing. Heather,

Hi, I am Heather Goldberg from Highlands Ranch, Colorado, just south of Denver. Um, and just really fast, my background or my, uh, story is kind of a hybrid of Nancy and, uh, Jills that, um, I found you, Carrie, you've heard this before. Um, I was, uh, and m a steadfast follower of low rocks, you know, the body whisperer, right? And oh yeah, I don't even know how it was that I saw you. Like she featured you on something inside of our aligned life thing. And I'm like, same thing with Jill. I'm like, who is that? I want to know everything about her. I need her to be my best friend. Like, I just knew, like it was like this. I knew it was meant to be, but I had no idea. Talk about the, you know, um, believing in something and not caring about the how.

And so I'm like, again, kind of obsessing about it. And, uh, also finally found, you found the program like Nancy applied and was on pins and needles. I don't know if they'll accept me. I have no, like real credentials. I have no experience. I mean, really in, in this world. I have the letters *l i f e* behind by name. I mean, I'm Heather Goldberg and I have been a caregiver my whole life. It's, um, a

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role that I have stepped into, um, naturally without thought wholeheartedly, um, mostly for family. Um, and I'm an Alzheimer's daughter. I'm an Alzheimer's granddaughter. I am the mother of a daughter who has a chronic illness. My sister, um, uh, went through and survived breast cancer back in 2018. And at the end of 2018, as we were planning our daughter's wedding, I knew that I had to find something that would give me that next step of what I, what I could do, how I could serve and find really deep joy outside of mothering Lex.

While I'm still my sister's caregiver. I'm still my mother's caregiver. And, that's when I jumped in. And so that's a long way to get to here's the part of the answer, right? So that was the end of, to actually, that was 2019, I'm sorry. And so I finished my credentials in the summer of 2019, you know, got my, um, American Association of Drugless practitioners, uh, you know, accreditation and all of that, right? It was really important to me. And then we went on to weddings and, you know, ended up the year she got married in, in November and, you know, we're just kind of easing into 2020, like everybody was easing into 2020. And then Covid hit and you and all your brilliance created this online community for us. And that's when those zoom rooms began. And I was one of those people that I knew by taking your class, I knew by, um, credentialing myself, by aligning myself, um, hooking my wagon to you, uh, such a pretty pony, I would be able to have that language to speak boldly and confidently a language that I have been speaking inside my own home.

As I cared for all these people, I cared about so much wanting to translate that to other people. And so it was in those zoom rooms, I walked in with so much hesitation, so much doubt, so much, um, timidity. And, and really within just a few of those calls being part of this community, was I able to just really, I put out one post, I put out an Instagram post and I kind of just set my mind on it and established, this is who I am, this is how I'm serving, and this is how you get my medicine.

Wow, that is amazing. First of all, I love your whole story and you are, you are such a caregiver and a nurturer. And now just you obviously we've spent so much time together in our live zooms. Um, one day we'll meet in, we'll we'll we'll see each other in person, but spent so much time that, and it's just who you are. That again, kind of like I was saying to Jill too, it seems like I've, I've heard about her coaching for so long. I feel like you've been doing this for so long too. It's wild that it's only been a few years because I feel like it is in your dna. So I love hearing that. So you just put yourself out

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there, you put it out onto social and said, here's what I'm doing, this is how I'm doing it. And that's how you got your first person, your first client. Yeah,

I think it was really like getting mad in one of those Zoom calls, really making a decision that this is, this is not just a hobby. I will not be able to touch and impact the lives I want to impact and touch if I do not put myself out there. And so inside of this community gave me the confidence to really just start posting in a different way on, on my Instagram that I'd already been posting for years. And I think just that energy that I put behind it was able to be received by those who knew me needed me. It did start with friends and family. Of course there's that whole no like, and trust already was established. I didn't know that I was doing that in the previous years mm-hmm. <affirmative>. But it really just took that one post and then that consistency to just start talking about what I love and how I love, you know, giving that to others.

It's interesting how you said that you sort of gained that confidence in the community, but then you continued posting, but you were, you were already posting. It's, but it's the energy behind it. It was like that intention behind it. Like you said, you got mad, but it was pro. It's like that, it's the intention behind, I'm putting this out here now, not in this timid way of okay, I'm giving you this info, but in this way of, I'm putting this out because I want to make a difference in the world. And you did and, and it started. I love that. Yeah. And it's so interesting how energy's so important when you do things right, the energy behind things. It's not just what you're doing, but it's that, that energy's so critical. That's awesome. Um, anyone else wanna share that same, uh, an answer for that? Say that same question. Just how did you get that first client? How did you go about it? How did you know what to start charging? Like how'd you do that, Erin?

I'll go. Hi. Hi. So I'm Erin Perk. I am a holistic nutritionist. I'm in Palm Beach, Florida. And just kind of quickly how I got onto nutritious life. So I did the I i n too, and it was a great experience, but I just knew I kind of wanted something else. Like Jill did it as well. I wanted boots on the ground. I wanted to be able to like Heather, like I kind of knew what I wanted to talk about, but on social media. But Carrie really gave me the confidence that I knew what I was talking about and I knew how to actually say it and convey it in a way that I believed what I was saying. Cause I knew I was educated, right? In order to sort of get that out there. So I think that, um, once I got my certifications, I did the L L C everything, I built the beautiful website.

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But I think I always, um, you know, putting myself out there and just saying like, Hey, I'm accepting clients. Like not being afraid to ask and tell people what I was doing, right? So often it's like, here's a recipe here is, oh, here's a great health tip, but do people actually know that I'm, I'm offering coaching services, right? Do people actually know I have a program? Do they know, like how do I actually work with people? What is my structure? So do I offer a 12 week program? Do I offer a six week program? What, what are my coaching? Like, what do people get? And making sure that people knew I actually had something to offer them besides just recipes or, you know, like health advice I think was really important. So that, you know, my followers knew that I was a coach and I was a nutritionist and I could help them, um, with whatever issues they had.

And I think once I kind of owned the fact that I had the business, um, and believed that I, I was probably like more, more than I actually was at the time. Right? Kind of like faking it till you're making it almost, I think is important when you're first starting out, just trusting in yourself and believing in yourself that you can do it and you're passionate about this, then like it will all come into place as long as you, you know, believe in, in that. So I think that's, um, really important. And then also networking. I think, you know, this nutritious life community is one of the most amazing things about it is having this network. So, you know, I would cook for people and do some meal prep and so, um, and then that would get my name out there and people would be like, oh, well she does this meal prep too, but she's also a nutritionist and she helped me with all these different things. Or Oh, hey, this is a fitness person, she's a personal trainer. I don't necessarily have nutrition knowledge, but this person doesn't, she can help you. So I think it's sort of knowing, like letting people know what you do, but also having the network and not being afraid to, um, get your name out there in that regard as well.

Absolutely. That's amazing. I love that. Um, I love your journey too cuz I know you've, and you're doing so many amazing things right now. I feel like I see everyone doing, uh, so many incredible things. What can we, yeah, let's, let's, let's switch to that for a moment. We can go back and others can answer too, how you got your first client and did that too. We can go back to that question, but as long as we're just talking with you for a moment. Do you wanna share a little bit about just what you're doing in your business now? Because I also think people love to know about, you know, what, what do people do with their coaching? Like what types of services with their coaching, because some people do only one-on-one virtual coaching, some people only see people in person, some people do group coaching. So can you give us a little bit of the scoop?

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Yeah, so my whole business model changed, um, after I had my daughter almost a year next week, which is crazy, I can't believe it. Um, so I was, you know, my own business for a while. I think I took 2018 or 19, I had a nutritious life. So I had that. And then I think another great lesson is to, you don't have to do it on your own right? At the same time. So I am now in a partnership with a dear friend, um, and we're doing her business together under one umbrella where we do private coaching. So we have a 12 week group program that we'll do with, or 12 week program that we'll do with individual clients. And then I also run a group program that we're just now launching, um, which is, we're calling it the method and it's essentially where we host, um, a platform on Kajabi.

So we have that as sort of a funnel as well. And then, um, I'm just trying to think, I'm like all over the place and what I do carry. So, um, yeah, I'm essentially the head of nutrition of this business where we have private coaching, we have group coaching, and then I oversee a bunch of other coaches who we also have, um, coaching people who come into us. So it's kind of this, it's this interesting way that I've basically taken what I did from a nutritious life and my own business and then collaborated with another person to create an even bigger business. So it's really neat and interesting how all of these different connections and Carrie, so the cool thing is too, two of our coaches at my business actually have a nutritious lifestyle.

I saw that.

And I love, I know Annie Dixon. Yep. Yeah,

Annie, who some

Of you, you the best.

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She's amazing. Yeah, I love Annie. And I think I first saw that on social media. I don't think I first learned the four of you. And I was like, I was so excited. I said, I love

This. Yeah. And that's

One of those amazing things too is just the collaboration and the connection within the community, but then also just learning how to do that so that you can go and do it outside and, and, and create businesses like that. Like what you're talking about with the collaboration with this business. You don't have to just be on your own, but learning how to do that from our community and then the fact that there's some people from the community in, in your business is amazing. I love it.

Mm-hmm.

Yeah. I love it. Yeah, it's, you're, you're all doing amazing things. I love seeing what she's doing and what you're doing and it's really great. Mm-hmm.. And I also think too, it's nice when you're collaborating and working with other people too, because you're continually, you're continu, you continue to learn from others, but also it shakes things up when you're running a program. Or this can be with working with other people or it can be on your own when you're doing different things, when you're not just counseling, let's say, or coaching one-on-one when you're also doing a group, when you're also running a program. And I think that's really important and people often don't see those types of opportunities when they get into this. They think, okay, I'm gonna be doing one-on-one coaching. They don't see, oh, I can run a group program and I can do meal prep and I can do lectures and I can do corporate coaching.

Like, people don't always see all those different opportunities. So, um, thank you for sharing what you're doing because you're doing so many cool things. Um, I love it. It's really, really fantastic and I, and I love seeing it and I love seeing your daughter too on social media as well. <laugh>. We'll save that for another chat. Um, anyway. All right. Anyone else want to, to share, um, either a little bit

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about, we can pick up where we left off with, um, with Erin a little bit about what you're doing in your business now and or that first question that I asked about, um, how long it took to get your first client, how long it took to start earning income, all of that. Anyone else wanna jump in? Ashley? Ashley.

Hi everybody. Hi, my name's Ashley. Um, I live in Lakeland, Florida, and I'm a nutrition and wellness coach. I have a one-on-one program. Um, so it's kind of hybrid. I do one-on-one coaching as well as videos and supplemental materials. Um, I focus on entrepreneurs, so I wanted to talk about, you know, getting clients and things like that because my situation was a little bit different. It actually took me, I think it was a month and a half until I got my first client. Um, and I'm so much about instant results, instant gratification. And I think a lot of people get caught up in that because, you know, they think they're gonna graduate and they're gonna start their business and they're gonna get their client right away. And that's what I thought too. Um, but it kind of brought me down to reality and like, let me take a step back and realize like, okay, what, what can I do to, oh, it says unstable.

Um, can you guys hear me? I can hear you. I can hear you great.

Ok. Okay, good. Good. So during that time it made me realize like, okay, I'm not getting my clients, I'm doing everything that I think I should be doing. Um, but during that time, it really helped me tweak my business and, you know, work on myself pers my personal self. Um, and you know, it, it almost helps you build yourself up so that when you do get that first client, um, you know, you, you're providing better results and that that client's gonna get better results from that. So, um, I think that's just a good thing to point on, that even if you're not getting a client right when you graduate, right, when you start your business, um, it still gives you that availability to build on yourself and help give those results to that client.

Absolutely. It's funny, we've had, um, a conversation about that in one of our Zoom chats. I've, I, I don't think you were on the Zoom chat at the time cause I think this was a, a little while back, but I remember having a very specific conversation on one of our Tuesday chats with someone who was a

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little frustrated, they hadn't gotten clients yet, or maybe they were in a lull mm-hmm. <affirmative>. And we had, we talked about that, that it's, then again, it goes back to the energy, right? It goes back to energy. When you, when you take that time and say, wow, I have this time to learn more. I have this time to refine my skills. I have this time to just educate myself more, right? So you can sit and use your time really wisely and say, I'm gonna, uh, I'm going to take these two hours that I would hopefully see clients in and I'm gonna read on this topic when nutrition, or I'm gonna gonna brush up on this and rewatch some videos, or I'm going to whatever and feel positive and excited about it.

Or you could sit there and say, why aren't I getting clients? Why aren't I getting clients? Why aren't I getting clients? What am I doing? What should I do? How should I get clients? Right? So when you use that time in a way that you're, you're learning more, your energy also stays more positive and it always yields better results. It just does. Cuz you're in that mindset. Yes. Sharpening nice skills. I see Heather just said it's exactly, and you're exactly right though, Ashley, what you said. Then when you do have someone come in, you say, wow, I just was reading about that perfect timing. It just, it, it, it comes together. It just does. But even learning those things in that tip, like that's great to hear because like you said, I don't think a month and a half is that long, but I know when you finish and you wanna say, I want this client tomorrow, you want to just start. So I know when you're in it, it can feel like a long time in the grand scheme of life. It's not, but it's good for people to hear, oh wait, that happened to, that happened to this person too. You know, it's really good for people to hear. So thank you. Thank you for sharing. Mm-hmm. Jenny,

I'll try and keep it short cause I know I already spoke. No, but uh, my story's a little different so I really wanted to share, to bring some inspiration. So for me, um, it was three things. So a lot of attraction, decisiveness, and trust. So the moment I decided I'm going all in and I left my full-time job, I'm in the program, I attracted my first client and I wasn't even done with the program yet. And I know I shared this with Carrie <laugh> and I'm like, don't, don't, you know, tell me I did something wrong because

No, it's all good.

um, a client came to me and more clients came to me and they could just feel that I could help them. Now I wasn't, you know, in a fitness setting. I was their bar instructor, yoga instructor, but they came

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to me asking me if I could help them with nutrition. I never once shared I was doing this nutrition program. I never once shared, I had knowledge in nutrition. It was nothing I spoke about. But the moment that I decided for myself that I'm going all in is the moment that I started attracting this. So I was four months in the program, I wasn't done with it yet. And that's when everything started. No website. I still don't have a website. I own like 20 domain names <laugh>. Um, so like my niche is I help brides right now I have a well bridal program, um, where I'm specifically working with brides cause it's a season of life. I just came out of helping them get ready for their wedding, um, mentally, physically, and by nourishing them. Um, but again, like I still don't have that website built cuz I'm still playing around with how I wanna structure everything and you know, is that just a pillar of my business or is that a full, you know, is that all that I serve? Um, but I just wanted to share the moment. Like you claim what you're doing and you put it out there, it can all come to you and it could really be that easy.

That is incredible. I love that you shared that because again, this is, this is like, I think the third time we're bringing up sort of that energy behind things, which is so important, the intention and the energy. But what I also loved is that you shared that you don't even have your website up yet. And that is such an important thing for people to hear because so many people get stuck on the, okay, I have to have this done and then I have to have my website done. I have to have this before I start seeing people. And I always say just move forward. Start doing the work. Start doing the work. You're always gonna have to make changes and tweaks and change the website and update this. And yes, you might wanna have some ducks in a row before you get started <laugh>, but if you can get started, get started, you can get those things done along the way. And people so often get stuck in that analysis paralysis mode and waiting to get started. And that just, again, those two things you brought up that intention and just moving forward and knowing you can do it that way is such valuable, such valuable, um, advice for people because so many people get stuck. So thank you. Thank you for sharing that. I love it. Thank you. Thank you.

Of course.

I, I wanna hear, oh Bentley, I think you were about to, I think you were about to talk and I was about to call on you anyway, <laugh>. Cause I wanna hear cuz Jenny was talking about her niche, I would

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say niche, niche. I don't know, we always debate that word here. Anyway, Um, I wanted to hear how, what, what your niche niche is because I think you have a really interesting one. I wanted you to share that. Um, or, but you, whatever you were planning on sharing, you can share too. <laugh>.

Yeah. Okay. Good evening. Greetings to everyone. Hello and happy. Well I'm Bentley Martin. I'm from New York, Yonkers. I have nine kids for myself and I'm a husband. So first I am always pe I'm always attracted to people who want nutrition help because of who I am. Being a ra being a part of the RAAF Iran community, everybody knows that these guys eat healthy, they're spiritual. So people over the years reach out to me for advice. So when Covid happened, I decided I needed to be in some nutrition field. So I asked a friend of mine about being a nutritionist and she told me, you have to go to school for four years and yada yada y. And I'm like, that's kind of long. So I went down the internet, start searching what I can do for nutrition and health? And I found a few groups and for a year, for one and a half year I sat in like five, six different schools seeing which one to go to.

And then one day I was sitting down and my ancestors came to me and were like, you need to go to the nutrition studio, that's your place. And the day when I called, she was telling me that you, you call on a great day. We are having a promotion, we are celebrating our anniversary. So I got all the discounts that were on the table at the moment and I'm like, damn, my ancestors are really talking to me. <laugh>. So they love it. Yes. So during the program the first last night, listening to Carrie was like, wow, this person is really a teacher. We can learn. So my first four or five lessons were in one day because you were such a great teacher, I had to sit there and take all of this in. So it was a valuable lesson learned in all of this from you and you're a great teacher and I'm happy that I came to this community.

And for clients, as far as clients go, like I say, people are always reaching out to me. I'm a vegan, I've been a vegan for 28 years, so people know I'm eating well. So they reach out to me, I give them advice Over the years, I might get a little money here for cooking for some of them, charge them. But when I joined this program, get my certification, I started reaching out to people and charging a little differently, right? And I say I started with friends. So friends even start reaching out to me more and giving more words. And what I'm doing when I'm, my main product is cma. So I'm selling CMA

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in the community. So it's like my business, what I'm doing now is mostly word of mouth. I don't do much advertising on social media. I do feel a little on Facebook, but I'm intending to do more.

So getting clients by word helps a lot. And it's a beautiful journey. And having this community behind me, knowing that I can press a button and get answers is great. Cause when I was coming in the program, I thought, okay, I'm just going to learn something and fly to the side and do what I have to do. But then it's, no, you're in for life. So you have help, you have community and I'm, I grew up in a community so I know what it is to have a community behind you helping you. So this program is a great program for me. And like I said, and wanna the zoom meeting, being among females, knowing that females are the nurturers of life. I can learn a lot from you guys. So I'm in the right place and I'm thankful for this and I'm thankful for your teaching and I'm grateful for all that you have given to us. Thank you very much.

Oh, you are so amazing. You are so amazing. Um, a couple things I just wanted to mention that you brought up, um, one you brought up how you'd been teaching people, you've been a vegan for all these years and you've been teaching people and people come to you cuz they know you're vegan and you've just been talking to people all these years before your certification. And that's something that I think a lot of people in the program have in common. I often, people sometimes will say, you know, I'm so nervous to have that first client and I'm so nervous to speak to them and I say, you've, you have a certification now you should be feel so good because you probably were doing this before and now you just have all the credentials and education behind you. But it's almost like they get like, but I was like, you've probably been coaching your whole life and you don't even realize it.

Do you know what I mean? Like, you've been coaching, you've been talking to people, you've been putting this out there, you've been helping that friend. So when you kind of like sort of sink into that and know I'm a teacher, I'm a nurturer, I'm an educator, I'm a coach, I'm a supporter and you know, that's who you are. Even if you didn't know it before, like it, it really pushes you forward. Cuz then you think, wow, now I have a certification and I'm really a rockstar. Like, but you, but most people, maybe not everyone, but so many people have maybe not your exact experience there, but that experience of being that person that people were coming to for years. So when you lean into that,

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Then having,

Yeah.

Yes. And then having daughters. Because my first five children were girls.

Wow.

Having five girls to reach out to was like, it was a new me cuz I had to learn something new. . So yeah, that is, it's been a good, great journey and I'm enjoying it.

Oh, it's incredible. And you're working a lot with fathers though, correct?

Yes, I work a lot with fathers cause um, over the years, my wife, she's a midwife so she deal with pregnant mom.

Yep. Oh, I think we just lost you for one sec. I bet it'll come back.

Just listen to the mom. They always complain about, oh, you don't do this, you don't know how to, so I'm like, wow, now I have to start talking to these guys. So that's when this father idea came up very, you have to reach out to these fathers letting them know stop just being the guy with the money. Cause the money alone cannot help you have to be there. Postpartum is very stressful. A lot of guys don't know what to do during postpartum. So, so I try to get guys together and, you know, talk with them until my wife knows she have her own organization and non-for-profit. So we involve

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father with Friday. So now I'm bringing in fathers from different towns and a Zoom meeting. And from my immediate town, we do live in person meeting. So yes, I'm doing great with fathers cause

It's so good.

You know, we need to have healthy mothers and healthy fathers to bring healthy babies so we don't have to have this sickness that we are dealing with. So that's one of my goals to get people as healthy as possible. So when we start having babies, we have healthy babies and we don't have as many diseases that we have today. Because if we eat healthy and have a healthy baby, then we don't have to deal with the medical feel as much.

Incredible. I love it. I just, I love the work with the fathers like that, that focus on fathers and coming from a father. Right? It's so, it's so powerful. I just, I love that work. You're doing that and I love that it's, and then to support mothers, right? But it's, it's, you're helping it, it's just all so good. I, I just, I love it. I love that focus of yours.

Thank you very much.

All right. You know what, Denise, we haven't heard from you yet. I'm gonna, I'm gonna go right to you. Um, so, and you can answer whoever you want, if your first client, what you're doing in business right now, whatever you want, share with us.

Okay. Okay. Let's see. Boy, my head is in a lot of places listening to everyone. Bentley, I love the work You do absolutely love. So, okay, I'm gonna try to bring all my thoughts together here. First of all, this community is so much more than a support for fellow nutritious life graduates. It's such a moral support for life. How many times have I been on a Tuesday Zoom that we didn't really talk about nutrition, but because it's life, it is nutrition, because it's moral support, it is meaningful

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relationships, it's managing stress, it's connecting. And I feel like that was a really huge piece for me in joining this community. It's so much more than you can get together with all of your colleagues and you can talk about all of the geeky stuff that you all wanna talk about. It's so much bigger than that. It's so fun to follow other people on social media.

It's a fantastic community. So that, to say my first client is a little bit like Jenny's. I w had just finished the foundational piece and I had a client reach out to me. And I, I was in that, okay, once I get all of these things in place, then I'll be able to do, you know, something I'll actually be able to charge for this. And what I gained first in joining nutritious Life is I knew what I knew. And before then I had been so accustomed to being plain small, trying to be invisible, trying to keep the peace, trying to not make waves anywhere. I feel like I had really discounted my life knowledge that Heather referenced. I'd been a stay-at-home mom for 35 years. I had supported my husband in his career and I really minimized the education that I had experienced from life, from raising a family, from serving my

And joining a nutritious life helped me see that all of those years of feeding all of my kids, I'd learned something and I had something valuable to share. It was very validating. So I had just finished the foundational program and I was starting to feel like, hey, I've got my first certificate on the ball. I'm feeling kind of grown up at 55. I'm feeling like, okay, I have graduated from high school. I didn't have any formal education beyond that. And so I, I, again, I really dismissed my life experience. And this lady who lives down the street called me and said, I'm experiencing vertigo and I think you might have my answer. I've watched you go from being in a wheelchair to running with your dog. What did you do? And I was like, well, I just got. I was so timid, but I, but she, she's a neighbor. So it's somebody that I know. Yeah. It's like, if you, if you love me to share, I can make an appointment, I was all jittery and nervous, like a six year old all over again. And she said, wait, make an appointment. What do you mean? And so I shared with her this passion that I had found in, in joining Nutrition Slide. And she has been a weekly client for two years,

Unbelievable. Amazing.

And has made remarkable strides in her own health journey. But she came to me and I was, I was so nervous, <laugh>, I was so nervous, like, okay, so we've been neighbors for 30 years. And I'm like,

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okay, do I really, can I charge you money for what I might have a conversation while I'm walking down the river trail with you? And it was, it was a beautiful, beautiful connection and that gave me so much more confidence to finish the program and then, you know, launch into the branding. And that's such a whole new language.

And you have shared on our Zoom chats some of your incredible breakthroughs with clients. And you are such a smart coach. You always come up with these one liners of wisdom that are just mind blowing and you share your stories of how you've had these incredible breakthroughs with so many clients. And you know who I'm thinking of right now. I'm thinking of that boy <laugh>, I'm thinking specifically of a boy, um, of a story you shared. But I know there's, and there's, you've shared, shared others and I'm sure there's so many more. But again, the fact that you haven't been doing this your whole life, it's wild. Like you're a coach, you're meant to do this. And I love how you shared that. You're right, like that life experience is a lot. There's so much to share there.

I had a good friend, uh, say to me, remember that this experience didn't come to you free, you can charge for it. And that, that again was that confidence builder, that validation that all of those years built me. And, having that confidence and being able to share that with clients. And I had a breakthrough this morning. I was like, I might wanna share this today

Share, wanna share here?

I would love to, I've got this, I've got this young woman, she's 21 years old, she's had a severe eating disorder for, since she was 14. And she's been through, uh, an in-house treatment program twice and has really, really struggled. And I, I met her through word of mouth and I should, I should back up a little bit. My specialty is post-traumatic growth and managing cortisol. And almost always, at least in my experience, when you've got some kind of disordered eating, it's usually a trauma response. There's something deeper there. And I do a lot of, a lot of mind work. So she was sitting on my chair today and we were chatting and I've been working with her on making friends with her eating disorder. We call it, we call her eating disorder Ed. She, that's her, and she's, she's preparing to get married.

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So she's a super young bride. And, and she said, I just, you know, what if I, what if I gained two pounds and I don't fit in my wedding dress? What if I, and so we've been chatting through that. I've been seeing her for 12 weeks now. And today she said, so Ed's coming to the wedding and it's gonna be fine. And I've made friends with Ed and I'm teaching Ed that this is how we nourish our brain. This is the way we nourish our body. This is the way that we're going to be able to have the things that we want in life. And Ed can come with me. I'm just gonna teach him what my body really needs because restriction and purging really aren't serving us well. I was over the moon.

Wow. That is so powerful.

She's married in three weeks and she's said, I'm not scared anymore. I've got this.

Uh, you are so amazing.

It was, I love what I do. I love what I do. Every client, every, it's phenomenal.

You are all so, I am just so incredible on so many levels. I mean, and again, I as I say, every Tuesday when we have our live chats, I'm just always mind blown over just the amazingness of every single one of you and the, and just what you're all doing individually. What you're all doing together, how you're impacting lives, how you're changing your own lives. Again, alone, together, all of it. It's just, I really can't, I hope one day I can actually put into words exactly how I feel about all of it because I, I, I feel like I never do it justice when I try to explain the amazingness of all of you. Um, but you really all are. And I think that this was such a beautiful conversation. And again, we started off like, let's talk a little bit about business and what you're all doing, because I want people to know what their futures may look like, because there are people that are thinking about going on this journey, but they're scared and they're nervous and they're timid and they're, you know, and, and someone might be calling them, but they might say, no, I really can't coach yet.

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Or I don't know, I don't have the knowledge. Or, you know, they're there. So I want them to see what the future may look like for them. But this was just even more incredible than I could have imagined because just hearing every word out of your mouth is just wow. Wow, wow. Beautiful. Jill,

I just wanted to wrap it up real quick by saying, hearing every one of you speak. It's the same with the Zoom meetings, the same with the Facebook posts and people asking questions, it's encouraging. It never feels like it's a comparison or I'm jealous of someone, I'm infused, I'm inspired, like I hear everyone speaking, I'm like, oh, that's a possibility. That's great, but that's not right for me. Good for them. Like, everyone's journey is different. And you know, like some people might be coaching and as you were saying Carrie, it's like doing corporate presentations, blogging for a company. Like there's so many options. So if someone doesn't wanna be a coach, there's a ton of other things to do with this certification. And at the least do it for yourself. Like, this is the most amazing program to be a part of. Cuz as you see, there is this community and it is truly interactive. I've never, and I've taken a lot of courses, there's never been a course like this that is continuously upgraded. All your videos are new since the first time I did it. And it really is interactive where you speak to not just you, but to the whole group. So it's supportive in every sense of the word. And I'm, I'm so happy to be a part of it and to be a member of this community and to be inspired by everybody. So for whoever's listening, don't even think twice, just go sign up right now after this. <laugh>.

Thank you. You're so awesome, Jill. Thank you each and every one of you. Thank you, thank you, thank you from the bottom of my heart. I love you all so much, so much good stuff to come for our community and I know for all of you individually as well. So we'll see you all soon. Thank you so much. Aren't they amazing? Now you know why I want you to be a part of this incredible group of people who will support you in your transformation, elevation of your business or whatever your goals may be. Check out even more nutritious life stories in the link below.