

WEBVTT

Thank you all for being here on our May of 2025

54

00:12:10.270 --> 00:12:15.270

Annette Falconett: nec check-in call we have this month and next month.

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00:12:15.730 --> 00:12:23.780

Annette Falconett: and then we will be wiping the slate and starting over again, are we? When does the next group start? Do you know.

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00:12:23.780 --> 00:12:28.320

lisa fouladi: After after the workshop. It's all I know. I don't know anything more than that.

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00:12:28.320 --> 00:12:29.639

Annette Falconett: So maybe July.

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00:12:30.400 --> 00:12:33.120

Annette Falconett: It might. I would think August maybe.

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00:12:33.440 --> 00:12:35.419

lisa fouladi: Oh, look at Steph's hair! It's

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00:12:39.430 --> 00:12:40.140

lisa fouladi: so.

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00:12:40.140 --> 00:12:42.765

Annette Falconett: Cool, anyway.

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00:12:45.700 --> 00:12:53.409

Annette Falconett: Lisa. Well, questions concerns things you guys want to share. One of us should probably reach out to Dr. Aid Marie and ask her.

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00:12:53.930 --> 00:12:59.409

lisa fouladi: Okay. Well, maybe you can ask her. I wanted to. Just you know.

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00:12:59.800 --> 00:13:09.540

lisa fouladi: Bring something up, you know. We're we're all we're all a team. So coaching team, and then part of Dr. Marie's team, and we have a lab

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00:13:09.680 --> 00:13:19.529

lisa fouladi: entering team. That's Darcy Klein and Sharon, Bookner or Buckner. I don't know how to pronounce her last name and they.

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00:13:19.680 --> 00:13:47.339

lisa fouladi: in order to help them help you darcy asked me to ask the coaches to check Biochenic to make sure if you're expecting labs to make sure that the labs are there. Dr. Is here and and and to get back to them in case that your lab, the lab isn't there, or the odx report hasn't been run just to make sure that everything is ready. For your calls with your clients.

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00:13:48.960 --> 00:13:59.760

lisa fouladi: because they don't know. You know. Sometimes the clients haven't sent the results, or sometimes they haven't seen the notification they're gonna be checking more frequently. Oh, Steph, you.

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00:13:59.760 --> 00:14:13.700

Steph Jackson: Yeah, that was me, because she sent me a message, Darcy saying, Do you want me to input? It was like a fatty acid panel. And I was like, well, if it was for Wendy who's not really technically

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00:14:14.050 --> 00:14:43.459

Steph Jackson: active, currently. And I was like, well, if she's uploaded her recent lab because Wendy sent me about 9 emails with like each thing. And since she hadn't, I don't want it. So I think there was like a lot of back and forth. And I was like, well, if she successfully, because Wendy kept saying she was trying to upload it to back. And yeah, so I think that was such a pain in the butt, our back and forth for Darcy, that I think that might be what triggered this. But yeah.

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00:14:43.770 --> 00:14:46.890

lisa fouladi: Well, 1 1 other thing. So my apologies.

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00:14:47.120 --> 00:14:53.719

Annette Falconett: If Wendy's not in the program, then she should be doing a Bcr call and paying for it.

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00:14:53.720 --> 00:14:59.919

Steph Jackson: Yeah, exactly. Well, she is. She is in the pro, but she's not like she had that fall, and then

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00:15:00.410 --> 00:15:05.689

Steph Jackson: the other that she got hit by the car, and so she got defer. Yeah, I don't know. It's a whole thing. So.

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00:15:05.800 --> 00:15:06.540

Dr. Ritamarie Loscalzo: So she.

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00:15:06.540 --> 00:15:09.749

Steph Jackson: Didn't want to waste Darcy's time essentially, but I ended up.

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00:15:10.830 --> 00:15:13.730

Dr. Ritamarie Loscalzo: See a car left with with Wendy.

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00:15:14.123 --> 00:15:17.269

Steph Jackson: I think we have like one call left.

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00:15:17.270 --> 00:15:17.920

Dr. Ritamarie Loscalzo: Okay.

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00:15:18.429 --> 00:15:35.200

Steph Jackson: And it was one of those where someone sends you like each result in a separate email. And I was like, I can't with this. So yeah, I'm sorry about that. I ended up being high maintenance for Darcy, I believe, or Darcy wanted to do the right thing, and wasn't sure with my communication. What that was.

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00:15:35.550 --> 00:15:43.000

lisa fouladi: Well what they do. You know. Some people send me their results, and they send them

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00:15:43.190 --> 00:16:08.460

lisa fouladi: individually, and then what they do, and then I forward them. And then the client knows that it's not hipaa compliant, right? If it's email. But they've already agreed to that, and they can't figure out biochemic or whatever whatever. So what we do in that situation is, once I forwarded all the results to the team. Then they copy, paste them onto a document, a Pdf document, and they upload that biochemic so that we have it all there. Okay.

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00:16:08.460 --> 00:16:14.130

Steph Jackson: So not that we're recommending this, but I could have, like, compiled it all into one email and sent that over to Dorsey.

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00:16:14.360 --> 00:16:16.369

lisa fouladi: No, you don't have to do that. They will do that.

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00:16:17.710 --> 00:16:19.050

Steph Jackson: Oh, okay.

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00:16:19.050 --> 00:16:32.700

lisa fouladi: Yeah, they they will do that because they they will do that. That's just you know how they help keep all the labs good. And then they upload that to the biochemic Lab section. Just some people really can't. They can't.

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00:16:32.700 --> 00:16:33.169

Steph Jackson: You know.

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00:16:33.170 --> 00:16:40.950

lisa fouladi: Get it together with biochemics. So we just have to help them. They just have to agree or understand that it's not hipaa compliant. And that's that, you know.

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00:16:40.950 --> 00:16:42.100

Steph Jackson: Yeah, I don't know.

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00:16:42.100 --> 00:16:42.440

lisa fouladi: Just.

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00:16:42.440 --> 00:16:54.039

Steph Jackson: But like a lot of it was because she was. She had 2 hospital stints when she fell and then got hit by the car. So then her liver enzymes went way up, and then they went way down. I didn't want that all on

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00:16:54.640 --> 00:16:56.890

Steph Jackson: her long term report.

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00:16:57.180 --> 00:17:07.940

Steph Jackson: because some of it was moot because it was in the moment inflammatory processes. And so I wanted to, because she had something like 8 tests over the period of 4 days where things went up and down.

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00:17:09.190 --> 00:17:12.620

Steph Jackson: and that was complex as well. I didn't want that in there.

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00:17:12.930 --> 00:17:13.910

lisa fouladi: Okay, well, it's up to you.

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00:17:13.910 --> 00:17:39.090

lisa fouladi: Obviously, it's obviously up to you as a coach, what you want and what you don't want. So you just have to communicate that to Darcy. So I think you all can reach out to Darcy, and Sharon via teamwork. And then, if you need an email or something, just let me know. And I will give you their email. So the basic information from Darcy and Sharon was, if you have labs and you're getting ready for your call.

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00:17:39.090 --> 00:17:52.229

lisa fouladi: Just just check biochemic in advance to make sure that the odx report is there, and if it's not. Then, you know, we figure out, you know, is the lab there, or you know what I'm saying. So everything is ready for you. So that's.

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00:17:52.230 --> 00:17:54.830

Annette Falconett: Don't wait till you know, like an hour before the call.

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00:17:57.580 --> 00:18:02.799

lisa fouladi: They are quick, but they're not that. They're not that quick they were. They're they're yeah.

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00:18:02.960 --> 00:18:08.259

lisa fouladi: anyway, anyway. So that's it. So Dr. Marie's here, so we'll hand it over to you. Now.

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00:18:08.260 --> 00:18:13.840

Dr. Ritamarie Loscalzo: Hi, I don't know what you guys covered beforehand. Sorry I was a bit late. I was trying to get some stuff together.

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00:18:14.480 --> 00:18:15.110

Dr. Ritamarie Loscalzo: Where are we?

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00:18:15.110 --> 00:18:18.109

lisa fouladi: We were just talking about. We were just talking about this.

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00:18:18.110 --> 00:18:19.700

Annette Falconett: I mean. Hello! You've missed nothing.

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00:18:19.700 --> 00:18:20.130

lisa fouladi: Be it.

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00:18:20.130 --> 00:18:24.070

Dr. Ritamarie Loscalzo: Okay. Yeah. Hello, everybody. Hello! Hello!

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00:18:24.170 --> 00:18:35.299

Dr. Ritamarie Loscalzo: I'm happy to have you here. I do want to say I do want to catch up with how all your clients are doing. I do want to give you a little bit more specifics on

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00:18:35.350 --> 00:18:55.469

Dr. Ritamarie Loscalzo: what we're going to be offering, moving forward as specific as we can get. We're still trying to figure out the back end how to manage it. But you don't need to be bothered with all that nonsense in the back end. So I'll share that. Should we do the check? Ins. First? st Lisa Annette, what do you think? And then explain.

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00:18:55.900 --> 00:19:01.340

Annette Falconett: Oh, next we could ask people to keep their check-ins, you know, to their their problem. Children?

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00:19:01.690 --> 00:19:02.670

Annette Falconett: Oh.

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00:19:02.800 --> 00:19:21.210

Annette Falconett: the people that are good and fine, just so we can keep it short, and then you can have the rest of the call. I have one quick thing I'd like to say to the coaches. If you're working with interns, please make sure you're giving them credit on the spreadsheet, so that we can make sure credit gets given to them properly, I'm done.

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00:19:21.650 --> 00:19:22.970

Dr. Ritamarie Loscalzo: Awesome. Thank you.

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00:19:24.260 --> 00:19:26.519

Dr. Ritamarie Loscalzo: Okay, so who wants to start.

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00:19:26.520 --> 00:19:38.029

Annette Falconett: I'll go first.st Small group. There was only a couple of us, and it was a good call, and everybody's well, but they really want to know what's coming next year, and I'm done.

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00:19:38.470 --> 00:20:02.339

Dr. Ritamarie Loscalzo: Okay, great. Well, I've sent out an email that was supposed to have gone out last week, and I found out via the members that it hadn't gone out last week, but it went out earlier this week, and I have a bunch of them on my calendar. So what I did was. Tell them, get on my calendar. We'll figure out what what's coming up next. As far as small groups. Bye, bye, so say goodbye to small groups because they're not coming.

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00:20:02.340 --> 00:20:03.279

Annette Falconett: No, they know.

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00:20:03.280 --> 00:20:04.290

Dr. Ritamarie Loscalzo: Yeah, okay, I know.

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00:20:04.290 --> 00:20:04.930

lisa fouladi: That was.

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00:20:05.230 --> 00:20:06.490

Dr. Ritamarie Loscalzo: Okay, yeah.

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00:20:07.270 --> 00:20:08.620

Dr. Ritamarie Loscalzo: Okay, thank you.

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00:20:09.080 --> 00:20:10.100

Dr. Ritamarie Loscalzo: Who's next?

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00:20:11.080 --> 00:20:18.300

Jennifer Whitmire: I can go another short one, just small group. I had Janet, Donna, and Carol. They're all doing

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00:20:18.440 --> 00:20:26.369

Jennifer Whitmire: very well. They all had celebrations more celebrations than anything else. Carol's just working on having fun. She's struggling with having fun. So.

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00:20:26.610 --> 00:20:33.980

Dr. Ritamarie Loscalzo: It's funny how many people struggle with having fun. Yes, yes, yes, yes, okay. Great. Thank you.

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00:20:34.160 --> 00:20:35.140

Dr. Ritamarie Loscalzo: Valerie.

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00:20:36.520 --> 00:20:40.650

Valerie A. Mills: Cool. So my people are good.

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00:20:40.760 --> 00:20:53.619

Valerie A. Mills: The adrenal reboot is the last session this week that went by quickly, and it seems to be going okay, as of last week. No one has started the reboot, but they're engaged in the conversation. So

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00:20:56.210 --> 00:20:58.659

Dr. Ritamarie Loscalzo: Good. How many people showing up on those calls.

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00:20:59.432 --> 00:21:07.000

Valerie A. Mills: There's about usually at least 3 rows of people, so at least 1212 to 16, sometimes.

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00:21:07.450 --> 00:21:10.390

Dr. Ritamarie Loscalzo: Perfect great thanks.

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00:21:10.780 --> 00:21:12.569

Dr. Ritamarie Loscalzo: And how about the one on ones.

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00:21:13.310 --> 00:21:15.180

Dr. Ritamarie Loscalzo: Denise? I know I'm talking to her.

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00:21:15.180 --> 00:21:24.449

Valerie A. Mills: They're fine. Denise. I saw where she's not having any stress. She's that's a real good thing. And is that not amazing?

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00:21:24.450 --> 00:21:40.289

Dr. Ritamarie Loscalzo: Amazing. Yeah. We talked about Hakuna Matata on her on the group call last week. The Go plus group call. It's like, should this happened. And I'm like, Okay, that's okay. It's not where I want it to be. But it's gonna be okay. Everything's gonna be fine. And I'm like, Woohoo.

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00:21:40.290 --> 00:21:53.209

Valerie A. Mills: Yeah, that's that's wonderful. So I was supposed to meet with Ronnie this morning, but she overslept so we didn't meet. But she's fine. She's working so that keeps her engaged. So I don't really have any problems.

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00:21:53.210 --> 00:21:59.920



Dr. Ritamarie Loscalzo: Great. No problem, children, I love it. Great! That's the way it should be at the end of the year together. Right? That everybody's

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00:22:00.190 --> 00:22:07.139

Dr. Ritamarie Loscalzo: doing better. They have a few things they need to keep working on. But yeah, that's also awesome. Awesome. Isabel.

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00:22:08.660 --> 00:22:20.600

Isabelle Yang: So my 2 people are doing fine. Sharon is the same. She's just, you know, still recovering from injury, dealing with medical bills. Eating is fine, so it just

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00:22:20.750 --> 00:22:30.039

Isabelle Yang: hard to be move beyond her. Besides working on the eating habits, that's all she has the capacity for right now. So but.

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00:22:30.040 --> 00:22:34.200

Dr. Ritamarie Loscalzo: Very critical for her. So that's you know. It's a biggie for her.

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00:22:34.930 --> 00:22:43.409

Isabelle Yang: But she's making. She's making progress, and she's staying pretty pretty good on her eating habits just a couple things. She's stubborn, but that's.

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00:22:43.610 --> 00:22:44.772

Dr. Ritamarie Loscalzo: He's very stubborn.

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00:22:45.160 --> 00:22:45.520

Isabelle Yang: Yeah.

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00:22:45.520 --> 00:22:47.810

Dr. Ritamarie Loscalzo: That's where you were. Okay.

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00:22:47.920 --> 00:22:56.049

Isabelle Yang: Shanna is doing great her sleep is a lot better so, and she's just checking along with all the different modules. So she's doing great.

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00:22:56.220 --> 00:22:59.700

Dr. Ritamarie Loscalzo: Great, and then you start the thyroid next week or the week after.

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00:23:00.294 --> 00:23:06.239

Isabelle Yang: Let's see what I have on my calendar. Thyroid is.

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00:23:07.040 --> 00:23:11.189

Isabelle Yang: let me see. Yes, next week next Tuesday.

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00:23:11.190 --> 00:23:14.029

Dr. Ritamarie Loscalzo: It's gonna go into the 1st week, or whatever it is in July.

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00:23:14.397 --> 00:23:19.570

Isabelle Yang: Yeah, in July. So the last call is July 8th for thyroid.

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00:23:20.590 --> 00:23:22.180

Dr. Ritamarie Loscalzo: All right. Thank you.

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00:23:23.930 --> 00:23:26.260

Dr. Ritamarie Loscalzo: Steph! Where'd Steph go? Oh, there she is!

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00:23:26.260 --> 00:23:36.307

Steph Jackson: I'm still here. Yeah. So I mean, I only have problem children. I mean, there were great people. So Athanasia Lou and Janet, of course. So

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00:23:37.380 --> 00:23:48.061

Steph Jackson: you know. Whatever. If I could ask for one bit of group support it would be. I think Athanasia is really enjoying. They're all enjoying the adrenal reboot sessions.

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00:23:48.770 --> 00:23:53.670

Steph Jackson: Athanasia needs to get off gluten, and I can't convince her

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00:23:54.270 --> 00:24:05.309

Steph Jackson: using any. I've tried roundabout ways. I've tried science. I've tried look at your life like I'm not sure how to approach it. So if there could be some reinforcement

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00:24:05.460 --> 00:24:06.930

Steph Jackson: from the past, or is it

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00:24:07.279 --> 00:24:18.110

Steph Jackson: anyone who's running any calls. If you want to slip the word gluten in and talk about how bad it is for someone who might be her. That'd be great.

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00:24:19.160 --> 00:24:21.150

Steph Jackson: that's all I can actually ask for from there.

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00:24:21.150 --> 00:24:32.030

Dr. Ritamarie Loscalzo: You know, it's interesting, and that's you know, there's some people that just keep coming back, and they still haven't mastered the basics. They have autoimmune disease. They're still eating gluten. They're still, you know.

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00:24:32.030 --> 00:24:44.599

Steph Jackson: She's clearly sensitive because she's reacting to it. But then she'll say like, Oh, well, I had a piece of cake at a party like. It's like a weird confessional, right? And you know, when the calls go like that you know. But I had less cake.

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00:24:45.160 --> 00:24:46.660

Steph Jackson: It's there so.

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00:24:46.660 --> 00:24:47.050

Dr. Ritamarie Loscalzo: Okay.

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00:24:47.050 --> 00:24:50.170

Steph Jackson: And then I talk, but she doesn't. She interrupts me, and she doesn't listen.

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00:24:50.950 --> 00:24:57.300

Dr. Ritamarie Loscalzo: Yeah, yeah, yeah, because she is well educated. And she knows

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00:24:57.710 --> 00:25:07.979

Dr. Ritamarie Loscalzo: I had an interesting podcast. Episode which will be probably not posted until August at the way we are right now, because we have plenty of content.

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00:25:08.470 --> 00:25:34.680

Dr. Ritamarie Loscalzo: but she basically she's a rheumatologist, an Md. Who was conventional. And now she incorporates mind, body, and and diet, and she had an interesting point, and she said, Let me see if I can, how I can word this one of the things she works on as she's working on, you know, helping people with their diets is how did she put it? The concept of

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00:25:34.970 --> 00:25:43.170

Dr. Ritamarie Loscalzo: it was self-love and self-acceptance right? And sometimes you have to take that step back.

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00:25:43.350 --> 00:25:49.489

Dr. Ritamarie Loscalzo: And it was. I can't remember exactly the way she phrased it, and I repeated it.

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00:25:49.680 --> 00:25:54.672

Dr. Ritamarie Loscalzo: and that was 2 h ago. So now I've forgotten it already. That's how good my memory is.

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00:26:00.060 --> 00:26:01.639

Dr. Ritamarie Loscalzo: It was really good.

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00:26:04.380 --> 00:26:06.560

Steph Jackson: When you remember it later, you can just like mess.

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00:26:06.560 --> 00:26:06.890

Dr. Ritamarie Loscalzo: Yeah.

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00:26:06.890 --> 00:26:07.880

Steph Jackson: Anyway. Thank you so much.

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00:26:07.880 --> 00:26:32.650

Dr. Ritamarie Loscalzo: If I quieted it down that I could, because I think it's good for all of us to hear, because we 1st I mean we started it with. She hates the word diet because diet reeks of restriction, which I said, I totally agree. It's a food plan, and we focus on what they can have, and that's going to displace what they can't right. People think of a diet as this long list of what I can't have.

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00:26:33.040 --> 00:26:39.640

Dr. Ritamarie Loscalzo: And you focus on what they can have and what they should, you know, focus on adding

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00:26:40.340 --> 00:26:53.409

Dr. Ritamarie Loscalzo: but it. And it was interesting because I didn't learn anything about nutrition or diet, or anything in medical school, you know, we just learned. Here's the drugs, and here's the steroids, and they're good. You need them right? The whoops.

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00:26:53.590 --> 00:27:02.480

Dr. Ritamarie Loscalzo: You sometimes need them. My sorry. My battery is about to die, and it's supposed to be plugged in, but maybe not. Oh, no, it's not.

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00:27:03.468 --> 00:27:05.919

Dr. Ritamarie Loscalzo: I thought it was plugged in.

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00:27:06.930 --> 00:27:09.190

Dr. Ritamarie Loscalzo: Give me a second, let me tell the room.

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00:27:10.010 --> 00:27:13.930

Dr. Ritamarie Loscalzo: Oh, I have to get up to do that.

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00:27:16.180 --> 00:27:21.429

Dr. Ritamarie Loscalzo: It's scary when you get that, you know, batteries about to die, and you've got a bunch of people on a call.

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00:27:24.590 --> 00:27:25.300

Dr. Ritamarie Loscalzo: Nice.

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00:27:25.420 --> 00:27:32.320

lisa fouladi: Well, well, Annette and I are hosting it, so at least the call will continue until, in case battery dies.

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00:27:33.640 --> 00:27:35.389

lisa fouladi: call won't end.

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00:27:35.820 --> 00:27:36.400

Dr. Ritamarie Loscalzo: And like.

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00:27:36.852 --> 00:27:38.209

lisa fouladi: Heard the book.

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00:27:38.210 --> 00:27:39.500

Dr. Ritamarie Loscalzo: Okay, I'm good.

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00:27:39.760 --> 00:27:46.739

Dr. Ritamarie Loscalzo: anyway. I know I'll remember it as I'm speaking later. The the phrase she used said I really liked

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00:27:46.960 --> 00:27:53.580

Dr. Ritamarie Loscalzo: other than the self-love and acceptance. But that's a good one, right? The fear doesn't, doesn't work

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00:27:53.900 --> 00:28:03.770

Dr. Ritamarie Loscalzo: right. It's Oh, it's they have. People need to learn the power of saying No, and

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00:28:04.140 --> 00:28:14.779

Dr. Ritamarie Loscalzo: a lot of people don't right. We say yes to everybody else's needs, but not yes to us, at the expense of Yes to ourself, and she said a lot of times.

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00:28:15.140 --> 00:28:22.510

Dr. Ritamarie Loscalzo: The condition that we're working on getting rid of for them is a way for them to then

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00:28:24.960 --> 00:28:27.250

Dr. Ritamarie Loscalzo: in a in a way that's

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00:28:27.390 --> 00:28:44.990

Dr. Ritamarie Loscalzo: accept it. Okay? To say no. Oh, I can't do that because of my joint pain. I can't do that because I'm in an autoimmune flare, and they can say No, as opposed to one of the things we need to teach them to do is to say no to things that are not

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00:28:46.240 --> 00:28:59.150

Dr. Ritamarie Loscalzo: really in, you know, in conjunction, right? So they learn and learn how to do that. So people like that who know kind of what to do. But they continue to have this problem. There's a gain for them

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00:28:59.400 --> 00:29:11.249

Dr. Ritamarie Loscalzo: to continue to have the problem right. And when we give them all this great stuff which we know is going to take the problem away and take it down and give them back their life. So I oftentimes ask it as

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00:29:11.790 --> 00:29:15.939

Dr. Ritamarie Loscalzo: so what will happen? What will change in your life if this.

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00:29:16.130 --> 00:29:18.850

Dr. Ritamarie Loscalzo: whatever the problem is, goes away.

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00:29:19.970 --> 00:29:37.129

Dr. Ritamarie Loscalzo: and you know when you work them through that oftentimes it comes out. Well, I have to clean the. I'll have to clean the kitchen. Nobody's going to clean it for me, I have to, you know. Do the dishes. I have to have sex with my husband, or whatever it might be, that they want to say no to, but they

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00:29:37.330 --> 00:29:50.180

Dr. Ritamarie Loscalzo: don't otherwise, and they use their condition as an excuse to say no. So that's something to think about in terms of the people that you're working with, because I've seen that come up a lot.

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00:29:50.760 --> 00:29:51.540

Dr. Ritamarie Loscalzo: Okay.

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00:29:52.640 --> 00:29:58.950

lisa fouladi: And people are also how can I say professional patience?

203

00:29:59.160 --> 00:30:05.699

lisa fouladi: I'm not talking about yours, and they are comfortable with being chronically ill.

204

00:30:05.920 --> 00:30:26.870

lisa fouladi: and and that's their comfort zone. And I think it's or that's where they feel safe in a in a weird way, and and they don't want to let it go. And that's the question is, you know, what will happen if they let go of the illness, you know that's their obsession, that's their that's their hobby, that's their that's what they do

205

00:30:27.490 --> 00:30:28.600

lisa fouladi: right?

206

00:30:28.770 --> 00:30:53.220

lisa fouladi: And and so I mean, there are quite a few people in the Erc and also in my other coaching capacities that are that would fit that description. It's really hard, and I remember I mean Lynn Whitaker is no longer in Erc, but she's still on the calls she got when I suggested that she do something like volunteer work with the Red Cross like half an hour.

207

00:30:53.430 --> 00:31:15.959

lisa fouladi: I don't know. She got so angry with me because I wanted her focus to go out of herself onto somebody else, of something else. She got so angry with me and told me I didn't understand or

appreciate how little energy she had. You know, on how many calls. You know, she's constantly on calls right, and I just wanted her focus somewhere else, just for a short period of time. And, boy.

208

00:31:17.630 --> 00:31:19.840

lisa fouladi: that's but yeah.

209

00:31:19.840 --> 00:31:32.690

Dr. Ritamarie Loscalzo: Yeah, it's an identity. And she is definitely one of those, interestingly enough, just to let you know she is due. I referred her to another Nept, or who does neurofeedback.

210

00:31:33.520 --> 00:31:51.880

Dr. Ritamarie Loscalzo: Sammy. Her name is Sammy. You probably have never met her, because she mostly doesn't come to. She just comes to the practice accelerator calls, but I hooked them up because there was something that Sammy had said to me, and there was something that Lynn, I said, this is something you ought to pursue. I introduced them, and now they're working together, and Lynn is very.

211

00:31:51.880 --> 00:31:52.210

lisa fouladi: Okay.

212

00:31:52.270 --> 00:32:02.149

Dr. Ritamarie Loscalzo: Excited to get started on reframing the brain, and that the other thing that really has helped Lynn Whittaker a lot is laughter. Yoga.

213

00:32:02.850 --> 00:32:05.110

lisa fouladi: Yeah. Laughter. Yoga, yeah.

214

00:32:06.110 --> 00:32:07.059

lisa fouladi: Her a lot.

215

00:32:07.651 --> 00:32:08.819

Dr. Ritamarie Loscalzo: But she's kind of.

216

00:32:08.820 --> 00:32:09.150

lisa fouladi: Any other.

217

00:32:09.730 --> 00:32:14.600

Dr. Ritamarie Loscalzo: And a lot of our people do a lot of old stuff, some of which they're aware of.

218



00:32:14.760 --> 00:32:20.490

Dr. Ritamarie Loscalzo: but some of the bit which they aren't aware of. They know that there was something that they're.

219

00:32:21.030 --> 00:32:24.780

Dr. Ritamarie Loscalzo: you know, trying to escape or block, or whatever. So. But yeah.

220

00:32:24.780 --> 00:32:44.530

lisa fouladi: But that's great, because when I was working with Lynn I was encouraging her to find I called it a mental trainer. You know somebody that help her with the mental side. A mental coach, not a psychologist or psychiatrist, I didn't want to, you know, but she needed to work on the mental aspects. And so that's great. That's really great. That's exactly what she needs. So.

221

00:32:44.530 --> 00:32:55.489

Dr. Ritamarie Loscalzo: I think so too. So I'm excited. That she that it that it worked. And you know Lynn is picky about people right? She you know that they connected, and they they really hit it off. So.

222

00:32:55.490 --> 00:32:56.999

lisa fouladi: Oh, good! Oh, I'm really glad.

223

00:32:57.000 --> 00:32:58.960

Dr. Ritamarie Loscalzo: I'm excited about that. Yeah.

224

00:32:59.760 --> 00:33:08.820

lisa fouladi: Are you done stuff or okay, should I just quickly update you on my problem? Child? Well, Martha.

225

00:33:09.040 --> 00:33:22.469

lisa fouladi: Martha, didn't. We had 2 calls scheduled in May. She didn't show up on one. Didn't show up. Didn't return any messages, anything. And I you know I had the help of your Ea Jen.

226

00:33:22.860 --> 00:33:29.789

lisa fouladi: And then on the second call in May, Martha did show up, and I didn't berate her or anything.

227

00:33:30.322 --> 00:33:35.479

lisa fouladi: But I told her. This is her coaching program, and I showed up, and she didn't.

228

00:33:35.790 --> 00:34:00.270

lisa fouladi: and she hasn't. It was like her 3rd or 4, th no show this year. And I said, look, you know, at this point you don't get a refund, I said, but you need to think about what you want to do with the 2 remaining calls, I said, I don't want to show up. And have you not show up, you know. And then, you know, and I had prepared a big summary for her, you know I tried to do a summary towards the end of the year, so I've done that in april, March, April timeframe, but of course she didn't show up didn't show up.

229

00:34:00.340 --> 00:34:08.459

lisa fouladi: so I reviewed it with her. It was, all of, you know, going through her functional lab, identifying all the things and the the Tbi kind of stuff. And

230

00:34:08.889 --> 00:34:13.130

lisa fouladi: and then she I told him that she burst into tears and said that

231

00:34:13.614 --> 00:34:28.220

lisa fouladi: this is exactly the help that she needed, and that she just wasn't showing up for herself. And I said, Well, Martha, I'm here for you, I said. I'm showing up. You need to do that, too. And then I asked her to ask herself.

232

00:34:28.290 --> 00:34:49.989

lisa fouladi: you know what she really wanted, because she has so many other commitments, and actually the call, the private coaching call she had with me coincided with the call that actually Annette was on. It was on AI something a webinar, and Martha was there, so that she there wasn't anything wrong with her or anything like that. She just was somewhere else, and she didn't even have the courtesy

233

00:34:49.989 --> 00:35:09.180

lisa fouladi: to, you know, reschedule with me, or get in touch with me afterwards, or you know I you know whatever. And I said, you know there's some courtesy that's lacking here, as well, you know, and whatever. So I didn't. Wanna I didn't. Wanna you know she's not a 5 year old, and I didn't want to tell her off, and I didn't, because I thought, Well, you know, what do we do now?

234

00:35:09.454 --> 00:35:33.020

lisa fouladi: So I don't know. It remains a mystery if she's going to show up or not. She seemed to indicate that she wants to do continued coaching, and I said to her, Think about it, and I said you, if you sign up for private coaching, you have to make a commitment and show up, and maybe a shorter timeframe would be better for her, and I explained that your new coaching programs are going to be, you know, have a shorter timeframe, etc. But

235

00:35:33.060 --> 00:35:36.199

lisa fouladi: beyond all of that she needs to think what

236

00:35:36.310 --> 00:35:46.469

lisa fouladi: what it is she wants and what she can commit to you know. And then take it from there, I said. You know we're all here for you when you're ready, I said, but you know

237

00:35:46.950 --> 00:35:49.220

lisa fouladi: I mean she has to show up right.

238

00:35:49.660 --> 00:36:03.480

lisa fouladi: So, anyhow, so we'll see if she shows up in June I mean your your Jen Ea sent her, you know, reminders. I sent her reminders for the call that she missed as well right, she never responded.

239

00:36:03.600 --> 00:36:17.500

lisa fouladi: But anyhow, it's it's it's the way it is. And then the other person is Jeanette. Janet. Sorry, Martello. Oh, Steph, you missed a good one. She I almost called her

240

00:36:17.820 --> 00:36:20.739

lisa fouladi: a spoiled 5 year old child. She was

241

00:36:21.380 --> 00:36:25.739

lisa fouladi: completely difficult. And I I really really.

242

00:36:25.740 --> 00:36:33.299

Steph Jackson: I love. How like my lack of boundaries has made you have boundaries. It's so fun I love, I love that. Go ahead.

243

00:36:33.300 --> 00:36:39.189

lisa fouladi: Oh, it was so hard! I had to be so patient, and I had to try so hard not to

244

00:36:39.530 --> 00:36:41.159

lisa fouladi: get triggered by her.

245

00:36:41.510 --> 00:36:45.309

lisa fouladi: But I finally said to her, I don't know why you're so combative. You're just.

246

00:36:45.340 --> 00:37:01.689

lisa fouladi: I don't, you know, just because we you know, she had something in her mind, and anyhow but I don't know if she's gonna continue. I had made a report for her. She didn't want to do that. She wanted to do something else. Anyhow, she she just was really in top form, in a negative way.

247

00:37:01.979 --> 00:37:23.680

lisa fouladi: And I don't know if she's gonna continue with coaching or not. All the rest of my people who I'm supporting have indicated they will interest. They are interested in continuing in some form or another, but in with her. This is her 3rd year. I don't know that she I don't know that she wants to continue or not. But I I didn't even I didn't even put it on the table.

248

00:37:25.090 --> 00:37:25.870

lisa fouladi: But anyhow.

249

00:37:26.270 --> 00:37:34.020

lisa fouladi: that was just one of those things. So I just I will. I will leave it. We have. I have one more call with her, and then in that call I will

250

00:37:34.220 --> 00:37:42.199

lisa fouladi: ask, I guess. Yeah. Or she will have made a decision. It's in July. So anyway, that's it. Everybody, everything else is fine. Yeah.

251

00:37:42.200 --> 00:37:54.060

Dr. Ritamarie Loscalzo: So she and I took notes, and that's what I'm looking up right now. But she I think it was the same day we had a group Erc call in the afternoon last Thursday.

252

00:37:55.010 --> 00:37:55.490

lisa fouladi: I don't know.

253

00:37:55.490 --> 00:37:56.149

Dr. Ritamarie Loscalzo: That you had to.

254

00:37:56.150 --> 00:38:00.150

lisa fouladi: It was. I have. Ps. I have. Ptsd, I have.

255

00:38:00.150 --> 00:38:01.810

Dr. Ritamarie Loscalzo: Ptsd, okay.

256

00:38:01.810 --> 00:38:04.989

lisa fouladi: It was last Tuesday, 20th of May.

257

00:38:05.420 --> 00:38:06.870

Dr. Ritamarie Loscalzo: 20.th Okay, I'm looking.

258

00:38:06.870 --> 00:38:07.210

lisa fouladi: Yes.

259

00:38:07.700 --> 00:38:08.189

lisa fouladi: Yeah.

260

00:38:10.450 --> 00:38:15.840

Dr. Ritamarie Loscalzo: March 20th may 20th ear C. Diamond. No meet with Rita Marie.

261

00:38:16.140 --> 00:38:22.711

Dr. Ritamarie Loscalzo: You sure it was the 20? th Okay, maybe it was. Maybe it was 2 days that she had it with me. But

262

00:38:24.180 --> 00:38:30.270

Dr. Ritamarie Loscalzo: There should be notes here from Rita Marie Board.

263

00:38:30.270 --> 00:38:39.819

lisa fouladi: I mean she did write me and apologize. I never responded because I thought, what are you apologizing for? You know I mean, she's just like not, you know, she just was. It was horrible.

264

00:38:39.820 --> 00:39:09.460

Dr. Ritamarie Loscalzo: Well, she probably apologized, because I of how I handled it. I'll have to find the notes, and I'll share with you. But she was basically saying that you were giving, telling her what to do, but not explaining to her why. And she needs to know why she needs to understand that, you know, because I I maybe I go overboard and explaining why, I'll say, Hey, you need to take Xyz supplement because of this, that or the other. Or you need to eat this food or stop this food because of. And she's.

265

00:39:09.460 --> 00:39:16.559

lisa fouladi: It's all. It's all written down. It's all written down. It's all written down. Have you seen my reports? I mean they're not.

266

00:39:16.560 --> 00:39:20.510

Dr. Ritamarie Loscalzo: I have the issue right. Each person.

267

00:39:20.510 --> 00:39:21.340

lisa fouladi: Yeah, yeah.

268

00:39:21.340 --> 00:39:24.890

Dr. Ritamarie Loscalzo: Communicate best in different form. She.

269

00:39:24.890 --> 00:39:25.510

lisa fouladi: Yeah.

270

00:39:25.900 --> 00:39:27.869

Dr. Ritamarie Loscalzo: She can't focus on reading.

271

00:39:28.420 --> 00:39:32.330

lisa fouladi: Yeah. So you may have been there, but you didn't explain it.

272

00:39:32.440 --> 00:39:35.780

Dr. Ritamarie Loscalzo: And that was her thing. I'm not making you wrong. I'm just saying.

273

00:39:35.780 --> 00:39:36.200

lisa fouladi: No.

274

00:39:36.200 --> 00:39:47.470

Dr. Ritamarie Loscalzo: That that was her reasoning for being combative. She just wanted to know why. I'll find my notes from the, and I'll find the Fathom transcript from it, and pull that piece out for you.

275

00:39:47.470 --> 00:39:55.350

lisa fouladi: She. She's misrepresenting. You know. She spaces the calls out, I just really have to defend myself. She's really misrepresenting.

276

00:39:55.630 --> 00:40:07.859

lisa fouladi: She hasn't done any new testing, and I told her to stop taking licorice because the recommendation was based on 20 based on 2022, or 2023 results.

277

00:40:08.000 --> 00:40:15.450

lisa fouladi: And and I said, Stop taking licorice. And I said, Do not take it unless you have new test results. Do not take it.

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00:40:15.630 --> 00:40:19.520

Dr. Ritamarie Loscalzo: Sure it's always a short term supplement, anyway. Yeah.

279

00:40:19.520 --> 00:40:30.919

lisa fouladi: Yeah. And and I said, You know, I don't know what your cortisol is doing now and and then I had also told, asked her to stop taking something else because of old test results.

280

00:40:31.366 --> 00:40:36.879

lisa fouladi: You know. So I clearly said, these are no longer relevant. I asked her for her supplement list.

281

00:40:37.140 --> 00:40:40.329

lisa fouladi: and on my supplement form is written the reason for taking.

282

00:40:40.480 --> 00:40:47.779

lisa fouladi: and and then I had crossed it out. Do not take it. We need new test results. Do not take it. It's contraindicated, don't you know? Don't take it

283

00:40:48.578 --> 00:40:54.310

lisa fouladi: and so I don't understand. You know that she also said it to me. She needs to understand why I said, Did you read

284

00:40:54.540 --> 00:41:01.470

lisa fouladi: why I said that? Did you read the you know something I said, because because this is no longer relevant. We can't

285

00:41:01.640 --> 00:41:24.040

lisa fouladi: follow recommendations made in 2022 when we're in 2025 without test results. So she's she's misrepresenting it. You know I explain everything. Every every recommendation is written. Why to take it, and if I say don't take it, she's combative with me, because she doesn't know why? Because you don't.

286

00:41:24.520 --> 00:41:31.990

lisa fouladi: Yeah, we need new test results. You know. I mean, it's just that was simple. It was simple. But it just wasn't going in here and.

287

00:41:31.990 --> 00:41:34.690

Dr. Ritamarie Loscalzo: Like. I said I wasn't saying it to make you just

288

00:41:35.360 --> 00:41:42.779

Dr. Ritamarie Loscalzo: she. We all know that she's a very combative person. She's not very compliant in certain things, and she is sort of

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00:41:42.920 --> 00:41:47.149

Dr. Ritamarie Loscalzo: half assed, compliant, and other things right? So.

290

00:41:47.150 --> 00:41:47.660

lisa fouladi: Yeah.

291

00:41:48.980 --> 00:41:55.340

Dr. Ritamarie Loscalzo: I mean, but I know I spent 3 h on a on a bonus call. She was supposed to have 2.

292

00:41:55.560 --> 00:42:14.659

Dr. Ritamarie Loscalzo: I think it was 2, 1 h calls that she still had left over, that I gave her to carry, and she wanted this and this and this on one call. I said, well, we can handle it on this same call because I don't have anything behind me. But you know, that's gonna count. As all of our. So we finish this call 3 h later.

293

00:42:15.200 --> 00:42:19.649

Dr. Ritamarie Loscalzo: And she said, Okay, when are we scheduling our next call?

294

00:42:19.790 --> 00:42:25.359

Dr. Ritamarie Loscalzo: And you know I'm a very kind and generous person and that's when I said.

295

00:42:25.620 --> 00:42:36.799

Dr. Ritamarie Loscalzo: Well, Janet, you were supposed to have 2. 1 h calls with me. You wanted to do more, and we spent 3 h together. So I think this counts as our all of our calls.

296

00:42:37.190 --> 00:42:53.850

Dr. Ritamarie Loscalzo: and she kind of like was taken aback that I wasn't going to cow down. But that's the way she is right. Will she continue? She might in some way shape or form. This is her 3rd year that she just finished is finishing she might, she might not.

297

00:42:54.446 --> 00:43:11.949

Dr. Ritamarie Loscalzo: The thing that these folks like, and really they love getting together on is these smaller group calls that's just returning members. So did I catch everybody, because if I did, then I want to or anybody else other than those.

298

00:43:13.400 --> 00:43:14.260

lisa fouladi: Go ahead! Go.



299

00:43:14.260 --> 00:43:15.549

Dr. Ritamarie Loscalzo: Going well, and

300

00:43:16.220 --> 00:43:30.649

Dr. Ritamarie Loscalzo: Michael is interesting. I got a book I have to share with you that I'm gonna I'm going to use one of my calls with Michael to get on with a colleague of mine who's a renal specialist. She wrote a book called Renology, and it's like this thick.

301

00:43:31.050 --> 00:43:34.390

Dr. Ritamarie Loscalzo: and she said, she doesn't. She doesn't see people

302

00:43:34.520 --> 00:43:49.520

Dr. Ritamarie Loscalzo: because she doesn't want to deal with the note taking and all that other stuff. She's kind of retired to Hawaii, but that she would get on with a coat, with a, you know practitioner to go over all the person's cases. She had reversed her own

303

00:43:50.330 --> 00:44:00.999

Dr. Ritamarie Loscalzo: cancer, kidney cancer and 4th stage kidney disease. Anyway, I'm gonna do that with Michael just to let you know as soon as he gets a couple of more tests done.

304

00:44:01.460 --> 00:44:02.315

Dr. Ritamarie Loscalzo: So.

305

00:44:04.370 --> 00:44:21.790

Dr. Ritamarie Loscalzo: yeah. So is anybody interested in what we are looking at doing for next time? We don't have an official like it's all written up. I'm trying to get them to do that for me. I just have my notes, but I can go. Let me pull up my notes so I can share it with you. I had it open a little while ago.

306

00:44:24.750 --> 00:44:26.700

Dr. Ritamarie Loscalzo: Yeah. So

307

00:44:27.220 --> 00:44:53.270

Dr. Ritamarie Loscalzo: the folks coming back are going to be called legacy members. We're dropping the elite label. We're changing a lot of things. The membership is going to be in multiple levels. The levels are, let's see if I can find it. I have it in a different one. Where are we? Okay? So the levels are ignite. So it's going to be called the Unstoppable Health Collective.

308

00:44:53.750 --> 00:45:06.940

Dr. Ritamarie Loscalzo: And there's tiers utilizing all the content and all the coaching and all the things that we've had over the years. Instead of the Erc being separate, it's just part of the unstoppable Health Collective.

309

00:45:07.100 --> 00:45:17.080

Dr. Ritamarie Loscalzo: They are in the legacy tier. They are in the legacy group, and they get to choose their tier. The tiers are ignite, which is

310

00:45:17.850 --> 00:45:31.359

Dr. Ritamarie Loscalzo: light. The spark of empowered self-care includes all the core content, the core content library, which will be we're going to reorganize it, and we're going to have it in, you know. Paths start here, start here, start here, plus the

311

00:45:31.540 --> 00:45:35.189

Dr. Ritamarie Loscalzo: live cooking show every month, and the live health topic call.

312

00:45:35.510 --> 00:45:40.319

Dr. Ritamarie Loscalzo: and that's going to be priced at 9, 97, or \$97 a month.

313

00:45:41.060 --> 00:45:45.190

Dr. Ritamarie Loscalzo: The next level is going to be called accelerate.

314

00:45:45.680 --> 00:45:47.979

Dr. Ritamarie Loscalzo: and that's going to give them.

315

00:45:49.160 --> 00:45:51.529

Dr. Ritamarie Loscalzo: They get to come in that level

316

00:45:51.860 --> 00:46:00.250

Dr. Ritamarie Loscalzo: as. And this is new. People get to come in that level for a flat fee which we think is going to be 4, 9, 9, 7 for 6 months.

317

00:46:01.080 --> 00:46:16.670

Dr. Ritamarie Loscalzo: and that's going to include the 90 day accountability which we're going to cut down to an 8 week accountability. It's going to include Valerie teaching them the basics of stress resilience before they do the 90 day.

318

00:46:17.340 --> 00:46:36.130

Dr. Ritamarie Loscalzo: And then they're going to be gone through the content. But they're going to be given a roadmap for going through. Have you done this? Have you? Are you doing all this so that they go through all the basics of that. It's going to also include that level is also going to include all of the programs

319

00:46:36.996 --> 00:46:45.879

Dr. Ritamarie Loscalzo: and they get to come, live to whatever is live while they're in the membership. So it's a flat fee for the 1st 6 months, and then it's an ongoing membership.

320

00:46:46.100 --> 00:47:11.489

Dr. Ritamarie Loscalzo: So if they stay, and we happen to be doing thyroid that month, they get to do thyroid if they quit, and we happen to be doing thyroid the next month. They don't get to do it right. So they're guaranteed to get whatever programs are live and running during their period, and we'll have the map and the schedule laid out right at the beginning before we make this offer at our event in June.

321

00:47:12.342 --> 00:47:29.280

Dr. Ritamarie Loscalzo: They'll also get some retreats. We haven't figured out exactly which retreats and what we're working on, that I think I showed Annette the kind of really crazy spreadsheet, and I don't think I want to share that with everybody, because it was kind of a crazy spreadsheet. She's saying, no.

322

00:47:29.280 --> 00:47:54.849

Dr. Ritamarie Loscalzo: but they'll get whatever retreats again. Whatever retreats happen to be running live during that period, I think, is where we landed. Not that they get a guarantee of this, and they get to choose, or whatever they just get whatever's running live while they're an active member, so that creates a stick strategy of oh, we're going to be doing this a nutrigenomic retreat next month. I don't think I want to quit right? So they get this

323

00:47:55.350 --> 00:48:12.759

Dr. Ritamarie Loscalzo: 4, 9, 9, 7 for the 1st 6 months, which gets them a lot of intensity, and that'll get a 1 1 on one with a coach to get them started into like our coordinator. And it might be Darcy if we have to still talk to her. It might be the program coordinator, somebody that can get them started

324

00:48:13.020 --> 00:48:14.053

Dr. Ritamarie Loscalzo: and then

325

00:48:14.690 --> 00:48:24.160

Dr. Ritamarie Loscalzo: possibly one at the end to see where they're at and say, Okay, this is where you need to go next. And then there's a monthly fee to continue

326

00:48:24.650 --> 00:48:49.510

Dr. Ritamarie Loscalzo: as long as they're in. They're continuing in. They never have to pay that 1st fee again. They just get to continue the next level is called transform. That's where they get their one-on-one coaching. So they get an initial call, an initial comprehensive, and then a monthly one on one with a coach, and they get to pay a flat fee for that. That includes some labs

327

00:48:49.680 --> 00:49:13.140

Dr. Ritamarie Loscalzo: I can't. We haven't decided exactly which labs probably the same as what we've been doing. Dutch and fatty acids so kind of like the gold level of Erc right? And then they have an ongoing monthly fee if they want to continue with the live coach with the one-on-one coaching, but if they don't. They want to drop down. They drop down to the accelerate level at any point. If they say I don't need all this coaching.

328

00:49:13.360 --> 00:49:22.410

Dr. Ritamarie Loscalzo: I'm just going to get dropped down to the ignite level right, and they still get access to the content, but not the ongoing support.

329

00:49:22.560 --> 00:49:30.700

Dr. Ritamarie Loscalzo: There's a lot more support group coaching we're going to have probably weekly the equivalent of weekly coach on call.

330

00:49:30.830 --> 00:49:55.279

Dr. Ritamarie Loscalzo: One of those calls is going to be with Jen on diet. It's just menu planning diet all the stuff that they don't know squat about that they need to know. That's 1 of those calls and the others they can ask anything they want, and we'll have a lot of options for them to get coaching presented, as you're never far away from having your questions answered.

331

00:49:55.970 --> 00:49:56.570

Dr. Ritamarie Loscalzo: And that's.

332

00:49:56.570 --> 00:49:58.210

Annette Falconett: For a second.

333

00:49:59.300 --> 00:50:05.070

Annette Falconett: If we're doing coach on call every week, one of them is at least one will be in the evening correct.

334

00:50:05.070 --> 00:50:07.809

Dr. Ritamarie Loscalzo: Oh, yeah, timing, we've got to work out the timing of all the.

335

00:50:07.810 --> 00:50:08.680

Annette Falconett: Be cut out. We thank.

336

00:50:08.680 --> 00:50:09.040

Dr. Ritamarie Loscalzo: For.

337

00:50:09.040 --> 00:50:12.079

Annette Falconett: Some people really like the idea of an evening one. That's all.

338

00:50:12.080 --> 00:50:15.259

Dr. Ritamarie Loscalzo: Absolutely. Yeah, absolutely.

339

00:50:16.330 --> 00:50:17.580

Dr. Ritamarie Loscalzo: And then

340

00:50:17.760 --> 00:50:42.379

Dr. Ritamarie Loscalzo: the next level is called transcend. And that's where that includes some of the coaching with me, it's a goal, basically the gold plus level. But it's not. This is levels for anybody that joins, they can join anytime they want. We'll run the accountability. And Valerie's stress transfer whatever resilience, whatever we end up calling it, we'll run those 3 times a year.

341

00:50:42.570 --> 00:51:11.800

Dr. Ritamarie Loscalzo: So it'll basically be, you know, 4 months, a break, 4 months a break for well, wait no 3 months, a break, 3 months a break, so they can join. New people can join. And we again, we're going to figure that out based on how many people join. Maybe it's only twice a year that we run it that way. If there's a lot of demand we do that 3 times. But people can basically join these coaching programs whenever there's no. It may be that you have to start at the beginning of a month.

342

00:51:12.100 --> 00:51:18.529

Dr. Ritamarie Loscalzo: We haven't figured out that, but it's not like you have to wait till September to join again right?

343

00:51:18.640 --> 00:51:27.049

Dr. Ritamarie Loscalzo: And then beyond that is my, whatever the people. I take on 2 or 3 or 4 a year that are high level. They just work with me.

344

00:51:27.350 --> 00:51:36.189

Dr. Ritamarie Loscalzo: and at that transcend level they have opportunities to do those extra goodies, which is the diet menu makeovers.

345

00:51:36.710 --> 00:51:55.199

Dr. Ritamarie Loscalzo: They have the option to do the stress piece. Jennifer Swank agreed to do that like a teh kind of thing. So instead of going outside of our community, you know, it's it's using within our community. And then, what was the other thing?

346

00:51:57.330 --> 00:52:21.249

Dr. Ritamarie Loscalzo: The only thing we're not including, unless I figure out somebody to do it, because we didn't have much need for it or demand for it. If anybody does need a medication diet plan, medication, nutrition plan. We'll find somebody. We have several pharmacists, Masa just graduated. We have Alda who's still in the program, and Mahayla, who I don't know. I haven't heard from her in a long time.

347

00:52:21.250 --> 00:52:24.149

Annette Falconett: I wouldn't. I probably wouldn't reach out to Mahalo.

348

00:52:24.350 --> 00:52:25.960

Dr. Ritamarie Loscalzo: No, why not?

349

00:52:26.932 --> 00:52:32.139

Annette Falconett: The my last few exchanges with her. She's been pretty angry about stuff, so.

350

00:52:32.830 --> 00:52:33.410

Dr. Ritamarie Loscalzo: Hmm.

351

00:52:33.750 --> 00:52:37.309

Annette Falconett: And I'm not sure she's real interested anymore. Really.

352

00:52:38.330 --> 00:52:39.160

Dr. Ritamarie Loscalzo: Okay.

353

00:52:39.910 --> 00:52:45.440

Dr. Ritamarie Loscalzo: What is she angry about? Something here, or angry about? General.

354

00:52:45.440 --> 00:52:51.609

Annette Falconett: One was one was getting automatically signed up for alumni when she didn't want it.

355

00:52:52.157 --> 00:52:58.599

Annette Falconett: And there was something else farther back about scheduling that she's jumping on, and I'm like I don't have anything to do with either of those.

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00:52:58.600 --> 00:53:04.699

Dr. Ritamarie Loscalzo: Signed up from Alumni to start, and you get messages that say, Hey, it's gonna renew, hey? It's gonna renew.

357

00:53:04.700 --> 00:53:12.579

Annette Falconett: Right. So I got a nasty note saying I didn't want this, and I wrote back, and I'm like so sorry. But I got nothing to do with that.

358

00:53:13.590 --> 00:53:15.150

Annette Falconett: Like to help desk, I mean, and.

359

00:53:15.150 --> 00:53:18.750

Dr. Ritamarie Loscalzo: There pay attention to your emails before they yeah. So.

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00:53:18.750 --> 00:53:29.200

Annette Falconett: And she before she was a little flaky on the communication, you know, responding on time. So if you're wanting to promote this as a gee whiz! Great program! She may not be your best.

361

00:53:29.200 --> 00:53:42.689

Dr. Ritamarie Loscalzo: Yeah, yeah, yeah. I think that my concern was when I looked it right up, and Lisa alerted me to it. I was concerned about the way she communicated the drug nutrient interaction.

362

00:53:42.690 --> 00:53:44.239

Annette Falconett: Yes, that too.

363

00:53:44.240 --> 00:53:47.849

Dr. Ritamarie Loscalzo: That was, yeah, that that wasn't okay with me. Okay.

364

00:53:48.080 --> 00:53:58.630

Dr. Ritamarie Loscalzo: So anyway, those are the things. What was the 3rd one? It was, oh, fitness. I'm working on a oh, and I agreed. My trainer that's been doing the fitness calls. He agreed to do a 30 day

365

00:53:58.910 --> 00:54:11.870

Dr. Ritamarie Loscalzo: coaching program like I do with him for the people in that level. Those will also be available as add-ons. Once we figure out, you know how many people are in and who's going to be in now for legacy for the returning members

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00:54:12.050 --> 00:54:20.300

Dr. Ritamarie Loscalzo: that we're offering them the accelerate level, which is all the group coaching, and in addition they get

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00:54:20.410 --> 00:54:24.639

Dr. Ritamarie Loscalzo: a the small group call for legacy only with me.

368

00:54:24.890 --> 00:54:44.969

Dr. Ritamarie Loscalzo: and they also get that whole thing that we're going to charge 4, 9, 9, 7 for people for 6 months. They're going to get it for a year, and then, if they want to add private coaching on, we have private coaching bundles mapped out for everybody that basically, if anybody wants, it's a certain level, if they want the same coach like packages of 3

369

00:54:45.110 --> 00:55:04.390

Dr. Ritamarie Loscalzo: or hire if they want to try a new coach. So then there's no, not a lot of us trying to coordinate the behind the scenes, and Janet wants 3 sessions with stuff and 4 sessions with who they just buy their session, their sessions right? And they buy it with the coach that they're looking for.

370

00:55:06.540 --> 00:55:12.169

lisa fouladi: So the packages are 3 session packages, or is that coaching? Or they're different.

371

00:55:12.170 --> 00:55:15.569

Dr. Ritamarie Loscalzo: Let me look, I think. Let me see.

372

00:55:15.850 --> 00:55:20.140

Dr. Ritamarie Loscalzo: I think we have multiple. I had it open a minute ago. Let me find it

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00:55:23.610 --> 00:55:26.200

Dr. Ritamarie Loscalzo: one-to-one coaching. Okay, let's see, is this here?

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00:55:29.990 --> 00:55:31.343

Dr. Ritamarie Loscalzo: Yes, so

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00:55:35.710 --> 00:55:49.019

Dr. Ritamarie Loscalzo: no, we have. We. We have multiple packages. I I'm gonna go back and give you the details be 3, 6, or 12 is basically what they could buy and they could also buy

376



00:55:50.290 --> 00:56:08.259

Dr. Ritamarie Loscalzo: I'd like to be able to offer them vip intensives, but I don't know if anybody else is interested in doing that. That may be just with me, and it may be, but I think you know, Steph, I know you're interested in that, because you've we've talked about that at the Retreat, so I want to give them the option to do those to whoever's

377

00:56:08.270 --> 00:56:22.469

Dr. Ritamarie Loscalzo: you know, who's ever open to doing those. And then, if they want to do a single session at any point in time, somebody wants a single session. That's just a 1 on one Q. And a

378

00:56:22.550 --> 00:56:42.569

Dr. Ritamarie Loscalzo: not a comprehensive look-see it's going to be just, hey? Somebody comes in. Athanasia says. I want to have a coaching session with Lisa. Lisa doesn't have prep to do. Lisa just shows up, and she says, Okay, here's my deal. Here's what I'm looking for here's what I need help with, and you get that session.

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00:56:43.805 --> 00:56:44.700

Dr. Ritamarie Loscalzo: Yeah.

380

00:56:46.270 --> 00:56:46.850

lisa fouladi: Good idea.

381

00:56:46.850 --> 00:56:47.460

Dr. Ritamarie Loscalzo: Okay.

382

00:56:48.240 --> 00:56:48.670

lisa fouladi: Maybe.

383

00:56:48.670 --> 00:56:53.580

Dr. Ritamarie Loscalzo: Yeah, so my, my biggest.

384

00:56:53.580 --> 00:56:54.030

lisa fouladi: Yeah.

385

00:56:54.030 --> 00:57:01.599

Dr. Ritamarie Loscalzo: The challenge right now is figuring out how to package this and present it. So it's not confusing at all, as all hell to people

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00:57:01.760 --> 00:57:16.139

Dr. Ritamarie Loscalzo: right? The goal is that there is a \$5,000 level that people can sign up for at the event, whereas in the last few years there's only been a \$10,000 level, but this time it's a 6 month level. It's a 6 month commitment.

387

00:57:16.340 --> 00:57:30.080

Dr. Ritamarie Loscalzo: and we'll see how it goes right, and then they can do an \$8,000 level. That includes the one on one coaching, 6 sessions of one on one coaching. And I'll chat with you guys to see if you think that's a reasonable

388

00:57:30.520 --> 00:57:33.959

Dr. Ritamarie Loscalzo: uplift. But for the returning people

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00:57:34.090 --> 00:57:52.159

Dr. Ritamarie Loscalzo: we're giving, we're offering them that middle level for a full year for 4, 9, 9, 7 includes. All of the group calls access to all of the programs. Whatever happens, we're not committing that they get to do all 12 programs during that time. It's whatever happens during their tenure.

390

00:57:52.160 --> 00:58:06.490

Dr. Ritamarie Loscalzo: and then they pay an ongoing fee after that, or they can renew at that same, or whatever the the current rate is at that time, and in some of the cases they may all just want to still have access to the membership site.

391

00:58:06.760 --> 00:58:34.829

Dr. Ritamarie Loscalzo: but they don't want any coaching, and in which case, or they just want the membership site and private coaching. If they've already done it. If they haven't. Then they have to go through some. They have to have more, but that they have access to the site they've been in for a long time, and all they want is access to all their resources on the site, and they want, you know, to buy a \$3,000 for \$6,000 \$2,000 session section of private coaching they can.

392

00:58:36.640 --> 00:58:45.400

Dr. Ritamarie Loscalzo: Now, my goal is that we're not gonna let people do private coaching with us unless they have access to our stuff. Because I see Valerie does this a lot like.

393

00:58:45.610 --> 00:58:59.510

Dr. Ritamarie Loscalzo: or Isabel does it? Oh, and then you're like spending all this time trying to put together a handout or Lisa's putting together a handout when all you have to do is send them to the membership site, and it's going to be better organized. You're going to just say, Oh, I want you to

394

00:58:59.650 --> 00:59:24.780

Dr. Ritamarie Loscalzo: go to the elimination diet section one has all this, and we're going to really work at a map of all this I'm trying to figure out if there's a way I can feed all of our module names and

everything. Once they reorganize it into Chat Gbt, or something like that, and say, Hey, I want you to come up with an index of where all these modules live, and where all these handouts live, so that you guys can easily find it.

395

00:59:25.340 --> 00:59:32.310

Annette Falconett: Could you? Could you confirm, because it kind of came up that we're still doing the basics like grand thyroid, sweet spot.

396

00:59:32.310 --> 00:59:42.819

Dr. Ritamarie Loscalzo: All of those programs are part of it. Yes, those are the programs, right, whichever ones we're doing during their time that they're paying to be a member they get to do. Yes.

397

00:59:43.050 --> 00:59:45.132

Annette Falconett: Steph was asking the question, so

398

00:59:46.510 --> 00:59:58.519

Annette Falconett: And then you and I had also talked about the bonus programs we did this year. The bones the brain. Blah! Blah! Are you still gonna offer? What did you decide on those.

399

00:59:58.690 --> 01:00:20.319

Dr. Ritamarie Loscalzo: I haven't decided exact. I don't want to just give it to them, but I want it to be like at the if they're paying a higher level of of commitment, then they can get those, or they get to choose them, whatever if there happen to be during. But we there's a discount. Right? I think it was. I think I wrote down like 50% off whatever we're charging the public for them.

400

01:00:21.240 --> 01:00:26.310

Annette Falconett: Because I know you and I had also talked about the possibility of like having a live call

401

01:00:27.100 --> 01:00:33.720

Annette Falconett: with whoever did that program. So the people that are going through it have a chance to show up and ask questions. So.

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01:00:33.720 --> 01:00:39.680

Dr. Ritamarie Loscalzo: Yeah, that part I I still don't have all the details worked out on. That might be a bonus. Add on later.

403

01:00:39.680 --> 01:00:40.470

Annette Falconett: Yeah, yeah.

404

01:00:40.820 --> 01:00:46.020

Dr. Ritamarie Loscalzo: You know that we just it's there. But yeah, yeah.

405

01:00:50.150 --> 01:00:54.820

Dr. Ritamarie Loscalzo: okay. And I'd like to get feedback as to how was the attendance at them

406

01:00:55.410 --> 01:01:07.639

Dr. Ritamarie Loscalzo: like to make it. Is it worthwhile now for me? Is it worthwhile to incorporate that, or to just have it be you get to to do these, for like 75 bucks each, or or whatever.

407

01:01:08.240 --> 01:01:09.820

Annette Falconett: I don't remember my attendance.

408

01:01:10.160 --> 01:01:11.680

Dr. Ritamarie Loscalzo: You don't remember. Well, you had a brain.

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01:01:11.680 --> 01:01:13.909

Annette Falconett: There was one. Yeah, I had a brain injury.

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01:01:14.160 --> 01:01:16.410

Dr. Ritamarie Loscalzo: That you can always use that as an excuse.

411

01:01:16.410 --> 01:01:17.120

Annette Falconett: No.

412

01:01:18.850 --> 01:01:27.650

Isabelle Yang: Every, all, the all the new people that come in are is required to go through like the 8 weeks. The initial.

413

01:01:27.650 --> 01:01:33.200

Dr. Ritamarie Loscalzo: The 8 weeks, and Valerie's stress resilience right at the beginning.

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01:01:33.200 --> 01:01:33.810

Isabelle Yang: And that's.

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01:01:33.810 --> 01:01:35.470

Dr. Ritamarie Loscalzo: Food, shift, every.

416

01:01:35.470 --> 01:01:36.510

Isabelle Yang: 3 months.

417

01:01:36.620 --> 01:01:37.180

Isabelle Yang: That's.

418

01:01:37.180 --> 01:01:38.180

Dr. Ritamarie Loscalzo: 4 months, probably.

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01:01:38.180 --> 01:01:39.910

Isabelle Yang: Every 4 months. Okay, yeah, okay.

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01:01:39.910 --> 01:01:42.540

Annette Falconett: But yeah, that's gonna take a lot of time doing those.

421

01:01:42.540 --> 01:01:44.570

Dr. Ritamarie Loscalzo: And we have to see what the demand is.

422

01:01:48.290 --> 01:01:52.869

Dr. Ritamarie Loscalzo: At least twice a year, but maybe maybe more. If we get a good demand.

423

01:01:53.880 --> 01:02:13.169

Dr. Ritamarie Loscalzo: And that's why I want from all of you is how many people, I think I asked. All of you like, how many people are you willing to be coaching at any point in time like taking on, so that we know what our capacity is for taking on new people. But also, you know, we're going to have to add new coaches if it's beyond your capacity.

424

01:02:13.170 --> 01:02:13.870

Annette Falconett: That might.

425

01:02:15.000 --> 01:02:25.369

Annette Falconett: That could be an ongoing response from the coaches, because maybe you're committed to something right now, and you can only do one or 2, but then in 6 months you can take on 5, 6 more.

426

01:02:25.370 --> 01:02:34.720

Dr. Ritamarie Loscalzo: Yeah, it can always be adjusted right? But I will need to know in general starting, if it starts in July, how many people could you take on.

427

01:02:34.720 --> 01:02:38.129

Annette Falconett: Yeah, so just let us know when your numbers change.

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01:02:38.980 --> 01:02:43.729

Dr. Ritamarie Loscalzo: Yeah, I'm going away for 3 months. I can only take one or 2 people, whatever it is.

429

01:02:45.220 --> 01:02:53.610

Isabelle Yang: So logistic wise when people come in and sign up, and you said they could sign up anytime.

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01:02:55.000 --> 01:03:00.019

Dr. Ritamarie Loscalzo: So, but they're required to start with the 90 day or the oh, no.

431

01:03:00.020 --> 01:03:08.600

Dr. Ritamarie Loscalzo: They're required is that's that's a desired beginning. And we explain to them you could start any time the next

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01:03:08.830 --> 01:03:32.179

Dr. Ritamarie Loscalzo: 90 day to whatever part that's going to give you. The accountability is in until this date, so you can either start with your private coaching and your access to the membership and then join that when it's happening. Since we're offering it as 6 months. We want to be able to. We need to be able to offer that twice a year, but we may need to offer it 3 or 4 times a year. If it, we go gangbusters and get a lot of people.

433

01:03:32.180 --> 01:03:37.590

Annette Falconett: But if you're running that, would you start like an adrenal program at the same time?

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01:03:37.750 --> 01:03:39.139

Annette Falconett: Because I'm thinking

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01:03:39.540 --> 01:03:48.899

Annette Falconett: those are. If you're doing those 2 things twice a year or 3 times, depending on demand. That takes a lot of time away from running the other programs.

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01:03:52.240 --> 01:03:57.460

Dr. Ritamarie Loscalzo: Well, it's because everybody's only going to do this once. Right? So new people coming in.

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01:03:57.710 --> 01:04:00.089

Dr. Ritamarie Loscalzo: we'll have done it once, and then they're going to.

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01:04:00.370 --> 01:04:03.749

Annette Falconett: What are the legacy people? I guess they're doing whatever they want to do.

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01:04:03.750 --> 01:04:09.019

Dr. Ritamarie Loscalzo: What they can do, whatever they want, whatever they find valuable. I mean, they're getting a screaming deal on it. So.

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01:04:10.410 --> 01:04:13.639

Isabelle Yang: So they come in anytime price. But can

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01:04:13.640 --> 01:04:18.220

Isabelle Yang: they start the the 90 day anytime, or they have to wait.

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01:04:18.220 --> 01:04:19.669

Dr. Ritamarie Loscalzo: So they have to wait till we do it.

443

01:04:20.260 --> 01:04:24.940

Isabelle Yang: No, until, like in the middle, if they come in, they sign up in the middle of.

444

01:04:25.230 --> 01:04:26.819

Dr. Ritamarie Loscalzo: Oh, Nighting Day, that's a good.

445

01:04:26.820 --> 01:04:30.320

Dr. Ritamarie Loscalzo: Okay. Let's talk to Jennifer. What do you think about that?

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01:04:30.700 --> 01:04:36.830

Dr. Ritamarie Loscalzo: Would that be? That would just screw things up. No, because people have been built a rapport, and they're at a certain point.

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01:04:36.830 --> 01:04:39.590

Jennifer Whitmire: Yeah, that would be confusing. Yeah.

448

01:04:39.840 --> 01:04:40.430

Dr. Ritamarie Loscalzo: Yeah.

449

01:04:41.230 --> 01:04:44.859

Dr. Ritamarie Loscalzo: Yeah. So I think they wait. They wait till started at the beginning.

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01:04:46.520 --> 01:04:48.950

Dr. Ritamarie Loscalzo: and we'll time it. So that galleries

451

01:04:49.200 --> 01:04:53.259

Dr. Ritamarie Loscalzo: stress resilience is before the 8 week.

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01:04:53.390 --> 01:04:57.939

Dr. Ritamarie Loscalzo: So it's like, right now, it's a 3 month program, right? 90 day

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01:04:58.210 --> 01:05:04.680

Dr. Ritamarie Loscalzo: accountability. So it'll be 3 months that'll start with Valerie. So it'll be Valerie's. And then

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01:05:06.200 --> 01:05:08.010

Dr. Ritamarie Loscalzo: the 90, the 8 week.

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01:05:08.670 --> 01:05:16.149

Dr. Ritamarie Loscalzo: Does that make sense, guys? This is common and these I'm glad you're asking these questions because

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01:05:16.300 --> 01:05:32.390

Dr. Ritamarie Loscalzo: it's very complicated to put it out there, but it's also very limiting the way it's been having it be just a once a year. Kind of program. And people are like, what do I do in between? And I, you know, and we haven't done a great job of selling the

457

01:05:33.180 --> 01:05:35.060

Dr. Ritamarie Loscalzo: the coaching in between.

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01:05:35.320 --> 01:05:52.520

Dr. Ritamarie Loscalzo: and what we will be doing is a quarterly or yeah quarterly. I think we said quarterly. I talked to Francis about this today. We'll be doing some sort of a webinar pitch challenge whatever to get people in to like a



459

01:05:53.050 --> 01:06:05.590

Dr. Ritamarie Loscalzo: blood chemistry or a Dutch test analysis, or a Gi test analysis that then paves the way for them, needing the private coaching and getting them into one of these levels.

460

01:06:06.090 --> 01:06:07.229

Dr. Ritamarie Loscalzo: Does that make sense.

461

01:06:11.650 --> 01:06:18.159

lisa fouladi: So you're not gonna have these workshops like you're having in June more than once a year, or are you

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01:06:20.330 --> 01:06:20.910

lisa fouladi: good.

463

01:06:20.910 --> 01:06:26.718

Dr. Ritamarie Loscalzo: I want to get to the point where I don't even have to do them once a year. I like to not. I like to do them every 2 or 3 years.

464

01:06:27.100 --> 01:06:27.520

lisa fouladi: Yeah.

465

01:06:27.520 --> 01:06:27.880

Dr. Ritamarie Loscalzo: But.

466

01:06:27.880 --> 01:06:28.470

lisa fouladi: Okay.

467

01:06:28.620 --> 01:06:30.039

Dr. Ritamarie Loscalzo: Right now it's been our bread and butter.

468

01:06:30.780 --> 01:06:35.859

lisa fouladi: Yeah. So the so you'll do quarterly webinars to get people in.

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01:06:36.440 --> 01:06:40.479

Dr. Ritamarie Loscalzo: Yeah. And instead of offering the full program at those webinars, we'll offer them

470

01:06:40.630 --> 01:07:04.110

Dr. Ritamarie Loscalzo: basically a paid strategy session. Right? So they come in. And they do a lab analysis of some sort. And on that lab analysis thing. And I want to create a structure for those, so that either at the end of that. Whoever is doing it is saying, Hey, here's your program. Let's get you in and get some signed up right there, or a process for putting them into a nurture sequence that

471

01:07:04.220 --> 01:07:09.369

Dr. Ritamarie Loscalzo: can get them on my calendar, or at some point we'll have some new people who are

472

01:07:09.730 --> 01:07:11.779

Dr. Ritamarie Loscalzo: sales team kind of thing.

473

01:07:11.780 --> 01:07:16.019

Steph Jackson: Yeah, like I, it would be really helpful doing those calls if there was like

474

01:07:16.380 --> 01:07:43.159

Steph Jackson: what to do if they say yes, what to do if they say no like, which links to send them like, have it all in one place, and if they say no click, something so that they can go into a certain nurture sequence, or if they say yes, and they want this person like just to have a spreadsheet almost of all this info, because it's it's difficult, even if they say that they want to continue even that's not super clear as to, because then I still have to send them to a page I'd like it to be.

475

01:07:43.300 --> 01:07:44.060

Steph Jackson: I don't know. It's.

476

01:07:44.060 --> 01:08:01.809

Dr. Ritamarie Loscalzo: No, no, I never send people to a page. I open the page while I'm on the call with them. And I say, Okay, let's fill in your information. Good! You're signed up. Yay, yes, and that's what I want it to be in in general, in your own businesses as well. You don't let people get away.

477

01:08:02.090 --> 01:08:04.259

Dr. Ritamarie Loscalzo: You get them signed up for something

478

01:08:04.811 --> 01:08:09.269

Dr. Ritamarie Loscalzo: for something while they're still in the moment have the energy right.

479

01:08:09.270 --> 01:08:10.790

Steph Jackson: That makes sense, because I'm going to think about.

480

01:08:10.790 --> 01:08:17.680

Steph Jackson: Seems like everyone's got their special thing. They want this person or they want that, or they want something like we maybe could.

481

01:08:17.689 --> 01:08:31.649

Dr. Ritamarie Loscalzo: Right? So a form so basically a form to follow up. But you take a deposit. Worst case is we can have it a form set up that great. This is gonna hold your spot, you will, you know. Blah blah blah.

482

01:08:31.649 --> 01:08:34.229

Annette Falconett: Can't promise a coach without talking to that coach.

483

01:08:34.229 --> 01:08:35.499

Steph Jackson: Exactly. Yeah.

484

01:08:35.979 --> 01:08:43.679

Annette Falconett: If if Steph said, I'm only taking 7 people, and she's got 9 and someone goes. Oh, Annette wants Steph! I can't go, sure.

485

01:08:43.680 --> 01:08:44.770

Steph Jackson: No. Yeah, so, just.

486

01:08:44.770 --> 01:08:45.459

Annette Falconett: It's a kind of.

487

01:08:45.460 --> 01:08:49.490

Steph Jackson: Think about all these possibilities and have, like, some kind of plan. Yeah.

488

01:08:49.490 --> 01:08:53.399

Dr. Ritamarie Loscalzo: Okay, yeah, no. That makes total sense. That makes total sense. Okay.

489

01:08:56.270 --> 01:09:02.710

lisa fouladi: I asked Francis for a deposit ability to take a deposit, and she never

490

01:09:03.159 --> 01:09:12.330

lisa fouladi: created that, you know. So on the blood chem reviews. That would be great if they don't not ready to sign up. They're interested. The deposit idea

491

01:09:12.740 --> 01:09:15.470

lisa fouladi: needs to be finalized.

492

01:09:15.470 --> 01:09:38.470

Dr. Ritamarie Loscalzo: That could just easily be built into a form for, or the order form for the particular coaching program. And what I've generally done is, you sign them up for the lower end program. You take the deposit on that, and then if they say, Oh, I really want that higher end with all the labs I thought about it. It's easy for the team to just swap it in the back end, but it's get money

493

01:09:38.620 --> 01:09:43.400

Dr. Ritamarie Loscalzo: on the spot. Get a commitment on the spot, and money means a commitment.

494

01:09:43.590 --> 01:09:54.769

Dr. Ritamarie Loscalzo: If they just say, Yeah, I want to do it. So many people I talk to all the time. People in our practice accelerator, group or other groups that just say, Oh, yeah. This person said, Yes.

495

01:09:55.070 --> 01:10:03.460

Dr. Ritamarie Loscalzo: oh, yeah. Have you collected from them? No. Have you collected from them yet? No. Have you collected from them yet? No, you make them make a decision.

496

01:10:03.760 --> 01:10:06.539

Dr. Ritamarie Loscalzo: Doesn't mean they're not going to necessarily not going to back out.

497

01:10:06.720 --> 01:10:10.050

Dr. Ritamarie Loscalzo: But, okay.

498

01:10:14.940 --> 01:10:21.482

lisa fouladi: When do you think you'll have it? Yeah, more complete.

499

01:10:22.550 --> 01:10:45.890

Dr. Ritamarie Loscalzo: Well, I'm working with Francis right now, I said. I have calls on my calendar this week and next week with Erc. Folks. I have calls on my calendar from with Sweet spot. People who signed up for a next steps call, I said. I need links so hopefully. She's filling those in right now. And then we'll come up with the process. And I'll make a video for you guys.

500

01:10:46.210 --> 01:10:47.309

Dr. Ritamarie Loscalzo: okay. So what I.

501

01:10:47.430 --> 01:10:49.640

lisa fouladi: What I told people sort of

502

01:10:50.010 --> 01:11:05.050

lisa fouladi: was that on the that I didn't have details. But on one end there would be just a membership program, and on the other end, perhaps they would. If they didn't want all the bells and whistles they might be just private coaching, and in between there'd be membership plus private coaching, because I I didn't know what to tell.

503

01:11:05.330 --> 01:11:06.480

lisa fouladi: So.

504

01:11:06.480 --> 01:11:16.290

Dr. Ritamarie Loscalzo: Do private coaching. They need to be at the. They need to be doing the ignite level, the lowest level that's access to the membership site period.

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01:11:16.290 --> 01:11:23.819

lisa fouladi: And if they don't, if they don't, yeah, no coaching. Yeah, exactly. So there is an option to have membership access without coaching.

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01:11:23.820 --> 01:11:38.500

Dr. Ritamarie Loscalzo: Without coaching plus, then they want whatever they want to add on to that. Do they want to add private coaching to that? Yes. Do they want to add just group coaching to that, do they? Well, it would be included if they sign up for the other levels. But if they want to add labs onto that.

507

01:11:39.330 --> 01:11:40.489

lisa fouladi: Then they can.

508

01:11:42.200 --> 01:11:46.700

lisa fouladi: You know, I've just been, you know, just introducing concepts to people.

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01:11:46.700 --> 01:11:47.020

Dr. Ritamarie Loscalzo: Yep.

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01:11:47.270 --> 01:11:54.270

lisa fouladi: And so, and there may be people who don't want all the bells and whistles, so then they will just want the plain private coaching without all the

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01:11:54.520 --> 01:11:56.969

lisa fouladi: plus the \$97 membership.

512

01:11:57.340 --> 01:11:57.980

Dr. Ritamarie Loscalzo: 96.

513

01:11:57.980 --> 01:12:00.329

lisa fouladi: If they don't want. If they don't want the membership.

514

01:12:00.330 --> 01:12:01.770

Dr. Ritamarie Loscalzo: They can't coach with us.

515

01:12:02.390 --> 01:12:03.349

lisa fouladi: Oh, okay. Okay.

516

01:12:03.350 --> 01:12:26.100

Dr. Ritamarie Loscalzo: And they can't coach with us because they don't have access to the materials. They don't have access to handouts. That puts more stress on the coach to have to come up with handouts and forms and assessments. No, they have. It's a \$97, plus the private coaching, \$97 plus private coaching plus group coaching. There's several levels. But yeah, if they just want a private coach, it's

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01:12:26.100 --> 01:12:34.369

Dr. Ritamarie Loscalzo: now it's \$97 a month or 9, 97 for the year, plus whatever coaching they add on to that.

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01:12:35.420 --> 01:12:36.010

lisa fouladi: Okay.

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01:12:36.750 --> 01:12:37.520

Dr. Ritamarie Loscalzo: Okay.

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01:12:40.890 --> 01:12:51.450

Dr. Ritamarie Loscalzo: So my goal by the end of next weekend is to have it all. I mean, I have to have stuff this week for me to use. But once I get all those forms done and the the write-ups done.

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01:12:51.560 --> 01:12:55.039

Dr. Ritamarie Loscalzo: then I want to have it for you guys by beginning of next week.

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01:12:56.430 --> 01:12:57.220

lisa fouladi: That's great!

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01:12:57.770 --> 01:12:58.580

Dr. Ritamarie Loscalzo: Okay.

524

01:12:58.920 --> 01:12:59.740

Annette Falconett: We had it.

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01:13:00.080 --> 01:13:04.270

Annette Falconett: Then I could start updating the sops.

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01:13:04.470 --> 01:13:09.399

Annette Falconett: and, you know, cause some of what we have in there will need to come out. It sounds like.

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01:13:09.400 --> 01:13:12.980

Dr. Ritamarie Loscalzo: Maybe you and I can set up a time to talk about how we want to adjust the.

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01:13:12.980 --> 01:13:14.369

Annette Falconett: Yeah, those SMS.

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01:13:14.670 --> 01:13:24.110

Dr. Ritamarie Loscalzo: Coaching. Yeah. And also for how to do those calls with people. Right? That, hey? You're coming up to the end of your year.

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01:13:24.540 --> 01:13:25.830

Dr. Ritamarie Loscalzo: Here's what to offer.

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01:13:26.137 --> 01:13:35.049

Annette Falconett: I'll reach. I'll reach out to you since we had that oh, last time, and then you can think about when you really want to schedule with me.

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01:13:35.180 --> 01:13:37.979

Annette Falconett: You may want to wait 3 weeks, and that's fine.

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01:13:38.120 --> 01:13:44.929

Annette Falconett: right? So just as long as we have them done before we start so we can get stuff out to the coaches and things.

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01:13:44.930 --> 01:13:49.059

Dr. Ritamarie Loscalzo: Yeah, yeah, I want to get it done by, you know, end of next week.

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01:13:49.440 --> 01:13:50.070

Annette Falconett: Okay.

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01:13:50.490 --> 01:13:51.129

Dr. Ritamarie Loscalzo: At the latest.

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01:13:51.130 --> 01:13:52.129

Annette Falconett: Up to you in chat.

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01:13:52.450 --> 01:14:15.420

Dr. Ritamarie Loscalzo: Okay, yeah. And then, as far as internships, what this gives us is the flexibility of having shorter internships. It's not like a whole year internship, and then we have to redefine what the internship looks like, so feedback from the interns on what's the most valuable pieces where you got your most stuff, and that way. If we had an internship like a 4 month internship.

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01:14:16.070 --> 01:14:31.779

Dr. Ritamarie Loscalzo: then it would be, and then, of course, people want to keep going on it. They could, if they're if we like them, and they're good, and they're providing a lot of value like Zhaoyan had come back because she's, you know, created all this value. And she asked, right? So

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01:14:31.960 --> 01:14:35.419

Dr. Ritamarie Loscalzo: that's what I would like to do. And we can talk about that as well.

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01:14:35.570 --> 01:14:36.220

Annette Falconett: Okay.

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01:14:37.630 --> 01:14:38.250

Dr. Ritamarie Loscalzo: Right?

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01:14:39.520 --> 01:14:45.719

Dr. Ritamarie Loscalzo: Yeah. And I want the internship needs to be a win-win, right? It needs to be helpful for us



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01:14:45.950 --> 01:15:06.179

Dr. Ritamarie Loscalzo: because we don't charge anybody anything, and Annette and I had talked about maybe that there would be a fee for being an intern, because we're spending time teaching and instructing and getting value, because if it costs us, if it costs, you know, 1020 h of Annette and Lisa's time to facilitate the internship.

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01:15:06.470 --> 01:15:10.600

Dr. Ritamarie Loscalzo: That's money. I pay them out of my personal pocket.

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01:15:11.000 --> 01:15:15.980

Dr. Ritamarie Loscalzo: Right? That's not coming from anywhere. So we're thinking, maybe there's a fee

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01:15:16.490 --> 01:15:21.720

Dr. Ritamarie Loscalzo: for an internship opportunity, because it is an opportunity and not everybody gets to it.

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01:15:22.990 --> 01:15:23.720

Dr. Ritamarie Loscalzo: Yeah.

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01:15:24.620 --> 01:15:28.060

Isabelle Yang: So, but is that require for them to graduate.

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01:15:28.440 --> 01:15:50.400

Dr. Ritamarie Loscalzo: No, they have to. If somebody like Anya didn't need to do an internship to graduate, she has her own private clients, and she could easily get all the the hours she needed right. Rob, on the other hand, would have a hard time coming up. With that. He has to go pound the pavement in order to find people, because he doesn't have an existing practice.

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01:15:50.880 --> 01:15:51.660

Dr. Ritamarie Loscalzo: Right?

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01:15:52.810 --> 01:15:59.019

Dr. Ritamarie Loscalzo: Yeah, there have been a lot of people who've graduated and never done internships.

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01:15:59.020 --> 01:16:08.240

Annette Falconett: Yeah, it's it's optional. It's just a different way. It's it's a way to get exposure and to get some of your required credits taken care of.

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01:16:08.660 --> 01:16:12.860

Annette Falconett: But there's there's steps that they have to follow to get those credits. So.

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01:16:13.360 --> 01:16:13.900

Dr. Ritamarie Loscalzo: Right?

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01:16:14.190 --> 01:16:23.899

Dr. Ritamarie Loscalzo: Yeah, it's a little bit different than when you graduated, Isabel, because we've changed things up. Level things made things much more

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01:16:24.020 --> 01:16:32.789

Dr. Ritamarie Loscalzo: rigorous and systematic, very, very organized. It's all automated. And yeah, there's a lot a lot of stuff there

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01:16:33.810 --> 01:16:38.220

Dr. Ritamarie Loscalzo: as Joanne knows. And Jennifer knows, because you've gone through it recently.

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01:16:39.120 --> 01:16:42.110

Dr. Ritamarie Loscalzo: Yeah, yeah.

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01:16:42.380 --> 01:16:43.940

Dr. Ritamarie Loscalzo: So there, we have it.

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01:16:45.470 --> 01:16:46.909

Dr. Ritamarie Loscalzo: Lots of stuff coming.

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01:16:49.650 --> 01:16:50.690

Dr. Ritamarie Loscalzo: Okay?

563

01:16:52.080 --> 01:16:55.770

Dr. Ritamarie Loscalzo: Questions, comments, 2 cents, 5 cents, 10 cents.

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01:16:58.470 --> 01:17:01.380

Dr. Ritamarie Loscalzo: No. Does it sound reasonable?

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01:17:03.360 --> 01:17:09.439

Annette Falconett: I think, cause it's new, and and I still think you should not show them what you showed me.

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01:17:10.240 --> 01:17:13.742

Annette Falconett: and I think a visual would be helpful.

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01:17:15.040 --> 01:17:17.750

Dr. Ritamarie Loscalzo: Well, I think I might have cleaned that one up a little bit.

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01:17:17.750 --> 01:17:21.540

Dr. Ritamarie Loscalzo: Okay, okay.

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01:17:21.570 --> 01:17:24.449

Annette Falconett: That was like looking at your calendars like

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01:17:25.020 --> 01:17:28.748

Dr. Ritamarie Loscalzo: Yeah. Memberships, where is it?

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01:17:29.370 --> 01:17:35.610

Annette Falconett: I think that would make it easier to see some of it go ahead, Isabel.

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01:17:35.610 --> 01:17:39.319

Isabelle Yang: I think the challenge I mean is to

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01:17:40.760 --> 01:17:47.719

Isabelle Yang: give them a lot, think that they be getting a lot, but at the same time not to overwhelm them.

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01:17:47.720 --> 01:17:51.329

Dr. Ritamarie Loscalzo: That's that's the biggest goal, right? That's the biggest thing is to try to.

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01:17:51.330 --> 01:17:51.730

Isabelle Yang: And.

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01:17:51.730 --> 01:18:00.240

Dr. Ritamarie Loscalzo: Map it out, and here it is, and it's all optional. And here's the thing with coach on call, or those sorts of things you just get to come and get support.

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01:18:00.470 --> 01:18:07.260

Dr. Ritamarie Loscalzo: you know pretty much whenever you need it, because there's going to be at least one or 2 opportunities every week to get your questions answered.

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01:18:07.260 --> 01:18:11.320

Annette Falconett: What about the holiday weeks? Are we taking those off for coach on call.

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01:18:13.540 --> 01:18:16.279

Annette Falconett: You know, like Thanksgiving week, Christmas week.

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01:18:17.160 --> 01:18:17.890

Dr. Ritamarie Loscalzo: Yeah, yeah, yeah.

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01:18:17.890 --> 01:18:19.300

Annette Falconett: Those should come off.

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01:18:19.690 --> 01:18:22.670

Dr. Ritamarie Loscalzo: Yeah, yeah, definitely.

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01:18:23.020 --> 01:18:27.010

Annette Falconett: So it's it won't be every week. It'll be almost every week.

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01:18:28.340 --> 01:18:37.909

Dr. Ritamarie Loscalzo: Yeah, I'm trying to. I I organized all my stuff, but I don't remember where one on one coaching application.

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01:18:38.520 --> 01:18:44.420

Dr. Ritamarie Loscalzo: Let me see, I wish I had Francis's organizational brain because

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01:18:44.590 --> 01:18:47.949

Dr. Ritamarie Loscalzo: I organize things, but then I can't find them.

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01:18:55.280 --> 01:18:57.940

Dr. Ritamarie Loscalzo: a membership. It's under membership.

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01:18:58.690 --> 01:18:59.969

Dr. Ritamarie Loscalzo: Give me a second.

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01:19:04.010 --> 01:19:13.930

Annette Falconett: So on the for people that just come in, you know, like from a blood cam, and we sell them an energy package. Is it going to be an energy package

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01:19:14.120 --> 01:19:16.149

Annette Falconett: plus membership? Or is it just

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01:19:16.150 --> 01:19:23.349

Annette Falconett: different? Those those are going away. Okay, those particular packages are. And they're replaced by these new packages.

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01:19:23.480 --> 01:19:25.630

Annette Falconett: When does that change take place?

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01:19:26.841 --> 01:19:31.899

Dr. Ritamarie Loscalzo: I would say, after our event in June, when we announced these.

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01:19:32.360 --> 01:19:33.030

Annette Falconett: Okay.

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01:19:33.030 --> 01:19:35.379

Dr. Ritamarie Loscalzo: The say say July first.st

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01:19:37.390 --> 01:19:44.890

Annette Falconett: Because I'm gonna have a I don't think Jeannie's going to sign up, anyway. But I have a blood chemistry coming up with Jeannie at some point. That's why I asked.

597

01:19:47.420 --> 01:19:52.779

Dr. Ritamarie Loscalzo: I can't. Here we go ideas for membership levels. Let me find it.

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01:19:54.580 --> 01:19:55.450

Dr. Ritamarie Loscalzo: Okay.

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01:19:55.962 --> 01:20:06.610

Dr. Ritamarie Loscalzo: this is going to look confusing, because there's a lot of detail in here that the team needs for reorganizing the site in this way. But I'm going to share my screen.

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01:20:10.710 --> 01:20:12.839

Dr. Ritamarie Loscalzo: I'm going to share this one.

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01:20:13.460 --> 01:20:14.130

Dr. Ritamarie Loscalzo: Okay.

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01:20:17.880 --> 01:20:19.700

Dr. Ritamarie Loscalzo: okay, can you see my screen.

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01:20:20.620 --> 01:20:21.290

Annette Falconett: Yeah.

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01:20:21.900 --> 01:20:45.440

Dr. Ritamarie Loscalzo: Okay, so this is the level. This is the we're not going to mention this level. I might as a downsell privately with people. But I'm not going to be offering a 9, 97 program at a 3 day event. It just isn't financially a good move. So that's just there. But that'll be the downsell for people who don't want to spend more to get, you know, and it's going to be positioned, as you know, these are. This is for

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01:20:45.440 --> 01:20:58.030

Dr. Ritamarie Loscalzo: this is for self starters. I'm going to put a line in here that says who it's for. This is for you. If you just want. You want resources, and you want education, and you're a do-it-yourselfer.

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01:20:58.633 --> 01:21:01.320

Dr. Ritamarie Loscalzo: So then these levels will be offered.

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01:21:01.720 --> 01:21:06.919

Annette Falconett: So the 1st column that you're not offering I get that is that basically empowerment self-care lab.

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01:21:08.400 --> 01:21:12.349

Dr. Ritamarie Loscalzo: Yes, sort of it's just revamped. Yeah.

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01:21:13.140 --> 01:21:24.039

Dr. Ritamarie Loscalzo: yeah, it's just going to be reorganized. We're moving it to well, we're keeping it on the same site for now. But it's going to be organized. Much more level approach and tier approach. Yeah.

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01:21:24.890 --> 01:21:28.759

Dr. Ritamarie Loscalzo: so these are the these are the offers. The legacy is up here.

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01:21:29.110 --> 01:21:33.450

Dr. Ritamarie Loscalzo: And they're basically going to get any of these levels.

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01:21:33.870 --> 01:21:39.099

Dr. Ritamarie Loscalzo: For these 2 will go for a year versus 6 months.

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01:21:40.190 --> 01:21:44.295

Dr. Ritamarie Loscalzo: Okay, so they basically get

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01:21:45.890 --> 01:22:09.850

Dr. Ritamarie Loscalzo: accelerate. So these are the. These are all the materials we have. And we're going to organize these into success paths. So they're going to get. Here's your success path for and and it's probably going to be 1 1 success path for each level that would incorporate all these different things that are in there foundational food habits, the pillars, the library. So this is just basically the site.

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01:22:11.290 --> 01:22:17.130

Dr. Ritamarie Loscalzo: And then we're going to do some drip nurture to keep them active so that they know where they're at, and it'll be by

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01:22:17.950 --> 01:22:33.050

Dr. Ritamarie Loscalzo: not like. On May 5, th we send out this email. It'll be on their 5th day of being in the membership. They get this, and on their 3rd month they get that. So everybody will be getting different emails depending on when they signed up. There's the programs.

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01:22:33.050 --> 01:22:39.110

Annette Falconett: I, you know, when you and I spoke, we took some of the higher programs out of the lower levels. I see they're all back.

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01:22:40.280 --> 01:22:46.180

Dr. Ritamarie Loscalzo: Yeah, because you know why? Because if they're not in, they're not, they're not in right. So if we gave them a choice of 2 or 3.

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01:22:46.180 --> 01:22:47.510

Annette Falconett: I see. Okay, yeah.

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01:22:47.510 --> 01:23:00.710

Dr. Ritamarie Loscalzo: Right then, and they're not in during that. Then we have to carry it over, for you know what I'm saying, and we have more back end logistics to try to figure out which 2 or 3. It's just you get to do whichever ones are happening while you're there.

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01:23:01.130 --> 01:23:13.089

Dr. Ritamarie Loscalzo: Right? It's not like they. They pay for 6 months, and they're going to do all of them. They're only going to do the ones that are being offered during that 6 months. So that was an easier way to do it. As I spoke to the team about it.

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01:23:15.470 --> 01:23:16.570

Dr. Ritamarie Loscalzo: And then

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01:23:17.420 --> 01:23:29.709

Dr. Ritamarie Loscalzo: life support. We're going to continue the 2 h that we have that are currently nutrition and body bound. I mean, I call them probably something different. But those are the 2 calls a month that are either with Annette and Lisa or Annette, Lisa and I.

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01:23:29.810 --> 01:23:39.160

Dr. Ritamarie Loscalzo: We're still going to do those, but probably less of me on those, and I'm going to stick to the ones where I'm going to be doing it for the people at the next level.

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01:23:42.740 --> 01:23:44.719

Dr. Ritamarie Loscalzo: And then, member, what's this?

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01:23:44.840 --> 01:24:01.540

Dr. Ritamarie Loscalzo: Oh, yeah, we'll do whatever this was just a term. I'll change that. But it was a flow chart that I was using from somebody else that was saying what should be in a membership. A group support 8 week intensive.

627

01:24:01.890 --> 01:24:10.059

Dr. Ritamarie Loscalzo: and they're going to be guided through the roadmap. The roadmap is going to be cleared up a little bit, coach one on one coaching. They'll get

628

01:24:10.230 --> 01:24:28.740

Dr. Ritamarie Loscalzo: this. I'm not sure about. This might be a bonus at the event that if they sign up right here at the event they get a bonus blood cam review. Not sure. I have to figure out the logistics of



that. And then here and then I'm not sure which. I think the labs we decided on was the same as what we already had.

629

01:24:29.590 --> 01:24:33.510

Dr. Ritamarie Loscalzo: and then the extras was here. So it's a little more cleaned up than when you saw it.

630

01:24:33.510 --> 01:24:34.230

Annette Falconett: Yes.

631

01:24:36.900 --> 01:24:42.650

Dr. Ritamarie Loscalzo: Okay, so that's basically it. We want to keep it simple for us to.

632

01:24:43.450 --> 01:24:47.040

Dr. Ritamarie Loscalzo: and and quite frankly cost effective for us to deliver.

633

01:24:47.420 --> 01:24:58.260

Dr. Ritamarie Loscalzo: And if we have it so crazy, then it just it just we lose money. We lose money on Erc. It wasn't contributing to our profit margin.

634

01:24:58.960 --> 01:24:59.490

Dr. Ritamarie Loscalzo: so.

635

01:24:59.490 --> 01:25:05.340

lisa fouladi: So the the it's a 6 month timeframe, right? I mean the the membership.

636

01:25:05.560 --> 01:25:07.089

Dr. Ritamarie Loscalzo: Yeah, the code. Then they can

637

01:25:07.090 --> 01:25:17.179

Dr. Ritamarie Loscalzo: after that for so it's 4, 9, 9, 7 for the 1st 6 months, because they're getting a whole bunch of extra stuff, and then it's 4, 97, I'm thinking. Monthly.

638

01:25:18.727 --> 01:25:24.699

lisa fouladi: And then the is Tasha gonna have help doing all the automation.

639

01:25:25.380 --> 01:25:25.960

lisa fouladi: We're all.

640

01:25:25.960 --> 01:25:26.550

Dr. Ritamarie Loscalzo: Maybe.

641

01:25:29.050 --> 01:25:34.700

lisa fouladi: Well, I mean for the start and stop, and whatever people have access to, and all that kind of back.

642

01:25:34.700 --> 01:25:37.450

Dr. Ritamarie Loscalzo: No, that's easy, that's all. Built into infusionsoft. That's an easy.

643

01:25:38.530 --> 01:25:40.460

Dr. Ritamarie Loscalzo: It knows who started when? Yeah.

644

01:25:40.888 --> 01:25:53.320

Annette Falconett: It's not always so like I'm not gonna name names. But I had a onboarding call today with someone that you made an Erc deal with last year, and

645

01:25:53.470 --> 01:25:54.180

Annette Falconett: the

646

01:25:54.560 --> 01:26:03.390

Annette Falconett: what calls could people attend came up, and it was stated on the call. A bunch of us were told we weren't going to have access to live calls.

647

01:26:03.620 --> 01:26:19.009

Annette Falconett: but we still have access that was never taken away from us, and some of us do the honor system, and don't go, and some people go because they have the access. So the access isn't always being cut off on the back end is my point, and I did.

648

01:26:19.010 --> 01:26:22.419

Dr. Ritamarie Loscalzo: There were 3 people that had those special deals.

649

01:26:23.048 --> 01:26:39.159

Dr. Ritamarie Loscalzo: And they were. They paid very little, like \$2,000 to get empowered self-care, plus the one call that they were supposed to get, which is the one legacy call or elite. Call with me, and they got to have choose one of the

650

01:26:39.340 --> 01:26:40.880  
Dr. Ritamarie Loscalzo: Adris.

651  
01:26:40.880 --> 01:26:42.299  
Annette Falconett: Right right well, she.

652  
01:26:42.300 --> 01:26:45.799  
Dr. Ritamarie Loscalzo: Probably either Kim Lynn or Catherine that you speak.

653  
01:26:45.800 --> 01:26:47.579  
Annette Falconett: I'm not gonna name names.

654  
01:26:47.750 --> 01:26:49.683  
Dr. Ritamarie Loscalzo: But it was one of those 3.

655  
01:26:49.960 --> 01:26:53.779  
Annette Falconett: Okay, sure. But I want you to know it doesn't.

656  
01:26:53.780 --> 01:27:06.909  
Dr. Ritamarie Loscalzo: And I know that that happened, and I that it was an I was, because that's the reason that prompted this. By the way, because that was such an a separate deal that they had to do all kinds of Jerry rigging.

657  
01:27:07.060 --> 01:27:07.870  
Dr. Ritamarie Loscalzo: M.

658  
01:27:08.110 --> 01:27:11.409  
Dr. Ritamarie Loscalzo: Like Kim shows up to every call right? I don't.

659  
01:27:11.410 --> 01:27:12.589  
Dr. Ritamarie Loscalzo: It's up to every call.

660  
01:27:13.170 --> 01:27:19.720  
Annette Falconett: And I let Francis and and Tasha know about that conversation today. So.

661  
01:27:19.720 --> 01:27:21.770  
Dr. Ritamarie Loscalzo: Yeah, it's the end of the year. So we're not gonna do anything.

662

01:27:21.770 --> 01:27:24.529

Annette Falconett: I know, but it was still, hey? You need to know.

663

01:27:24.530 --> 01:27:27.219

Dr. Ritamarie Loscalzo: That's that's why this is going to change that

664

01:27:27.670 --> 01:27:39.730

Dr. Ritamarie Loscalzo: this whole setup. If there's anything that is different, like, if an Erc person says I don't wanna I don't want to do this whole thing. I just want to have access to the membership.

665

01:27:39.970 --> 01:27:46.500

Dr. Ritamarie Loscalzo: Then that would be, you know, there may be a separate thing, but it's going to make sure that that's all they get

666

01:27:47.140 --> 01:27:48.360

Dr. Ritamarie Loscalzo: right. Yeah.

667

01:27:48.620 --> 01:27:49.100

Annette Falconett: Does that.

668

01:27:49.100 --> 01:27:51.759

Annette Falconett: I think that's kind of what Lisa was alluding to.

669

01:27:51.760 --> 01:27:57.109

Dr. Ritamarie Loscalzo: It's just 3 of them, that's all. Everybody else was supposed to have access. And it's just those 3.

670

01:27:57.770 --> 01:27:59.530

Annette Falconett: Well, I'm not going to say names.

671

01:27:59.530 --> 01:28:03.790

Dr. Ritamarie Loscalzo: And they weren't supposed to tell anybody that they had that special deal. But of course they talk.

672

01:28:05.400 --> 01:28:10.359

lisa fouladi: They have a week weekly group calls. They have weekly group calls with.

673

01:28:10.580 --> 01:28:15.219

lisa fouladi: you know, former and present current Erc people. They share everything.

674

01:28:15.870 --> 01:28:16.510

Dr. Ritamarie Loscalzo: Yeah.

675

01:28:17.240 --> 01:28:17.820

lisa fouladi: Screen.

676

01:28:18.760 --> 01:28:20.960

Dr. Ritamarie Loscalzo: Yeah, so no special deals anymore.

677

01:28:21.480 --> 01:28:24.288

lisa fouladi: Loose lips. Think? Shit?

678

01:28:26.830 --> 01:28:27.270

lisa fouladi: Yeah.

679

01:28:27.270 --> 01:28:36.130

Dr. Ritamarie Loscalzo: Yep, that's it. This has been well, you could see why it's taken so much, because there's just a lot of little things behind the scenes and a lot of

680

01:28:36.440 --> 01:28:55.520

Dr. Ritamarie Loscalzo: complications like that that I don't want to have us to get into anymore. So I want everything. That's a possibility all mapped out, and then they can. They can customize it right? You can start with the the \$97 a month piece, and you can add on private coaching you can add on lab testing. But that's it.

681

01:28:55.670 --> 01:29:05.050

Dr. Ritamarie Loscalzo: And there's there is an ability to add on calls with me. But it's like such an exorbitant price that if people want to pay it great, but probably they don't.

682

01:29:07.750 --> 01:29:11.759

Dr. Ritamarie Loscalzo: just because I don't have time, and I'm not willing to risk my sleep anymore

683

01:29:15.160 --> 01:29:16.260

Dr. Ritamarie Loscalzo: make sense.

684

01:29:17.770 --> 01:29:27.290

Dr. Ritamarie Loscalzo: On top of all this July first, st we're moving to a new site for our Nept program, which is going to make it much more modular, and much.

685

01:29:27.910 --> 01:29:39.710

Dr. Ritamarie Loscalzo: much easier to offer different levels of of entry and different customizations and specializations as people move through so.

686

01:29:40.400 --> 01:29:50.210

Dr. Ritamarie Loscalzo: and to provide ongoing revenue for us, because there's people who wouldn't, 1 of which who I will remain nameless, started in. What did it take her? 11 years to finish.

687

01:29:50.210 --> 01:29:51.117

Annette Falconett: Something like that.

688

01:29:51.630 --> 01:29:54.820

Dr. Ritamarie Loscalzo: Yeah, started in 2,014, and she just graduated

689

01:29:55.730 --> 01:30:00.649

Dr. Ritamarie Loscalzo: right. And you know she paid whatever she paid then, and still has access to everything.

690

01:30:00.650 --> 01:30:02.120

Steph Jackson: Oh, I'll just! I'll.

691

01:30:02.120 --> 01:30:05.839

Dr. Ritamarie Loscalzo: And that's gonna that's gonna be revamped. Once we move to the new site.

692

01:30:08.810 --> 01:30:11.000

Annette Falconett: So that's definitely July first.st

693

01:30:12.460 --> 01:30:13.470

Annette Falconett: Okay, okay.

694

01:30:13.470 --> 01:30:20.829

Dr. Ritamarie Loscalzo: I gave it to Frances today, she told Tasha that that's what we need. It's very close. It's just a matter of you know.

695

01:30:20.830 --> 01:30:25.049

Annette Falconett: On the current on the current site. They've added a bunch of

696

01:30:25.290 --> 01:30:28.320

Annette Falconett: new things at the bottom of the landing page.

697

01:30:28.530 --> 01:30:47.260

Annette Falconett: and circles of things like different self-care help, but all the ones I've clicked on they either all linked to a few of them linked to Jen Maleka stuff and all the others link to a blood chemistry video. They're not different, like they say they are.

698

01:30:48.770 --> 01:30:50.160

Dr. Ritamarie Loscalzo: Where was this? Added.

699

01:30:50.340 --> 01:30:53.900

Annette Falconett: On. I noticed it yesterday, so.

700

01:30:53.900 --> 01:30:57.000

Dr. Ritamarie Loscalzo: Is it on? Let me share my screen, and you can tell me where to find it.

701

01:30:57.160 --> 01:31:08.689

Annette Falconett: It's on that landing page where it tells you like level 1, 2 and 3, and you keep scrolling down. Keep scrolling down scroll, scroll. Keep going all the way to the bottom. Keep going. Keep going

702

01:31:08.970 --> 01:31:10.710

Annette Falconett: there these things.

703

01:31:13.360 --> 01:31:17.770

Annette Falconett: Yes, so a lot of them link to the how does.

704

01:31:17.770 --> 01:31:19.450

Dr. Ritamarie Loscalzo: Somebody screwed something up.

705

01:31:20.000 --> 01:31:21.900

Annette Falconett: There. Yeah, it's it's not good.

706

01:31:21.900 --> 01:31:27.740

Dr. Ritamarie Loscalzo: Somebody they were not supposed to be visible. Maybe it's only visible for you, because you're can somebody else look.

707

01:31:27.740 --> 01:31:28.969

Annette Falconett: No, it's on Catherine.

708

01:31:28.970 --> 01:31:30.200

Jennifer Whitmire: Admin.

709

01:31:30.200 --> 01:31:37.339

Annette Falconett: It's on theirs, it's on theirs. Because when I was on the my onboarding I had her share her screen, and she had them.

710

01:31:38.750 --> 01:31:41.799

Dr. Ritamarie Loscalzo: Okay, I'm going to take a screenshot of this.

711

01:31:44.140 --> 01:31:45.490

Dr. Ritamarie Loscalzo: Oh, my!

712

01:31:46.350 --> 01:31:48.820

Dr. Ritamarie Loscalzo: So now you just gave away who you were talking to.

713

01:31:48.820 --> 01:31:53.315

Annette Falconett: Yeah, I caught that, too. After it came out of my face oh, well, like you couldn't look it up.

714

01:31:55.330 --> 01:31:57.919

Annette Falconett: besides the fact that I said onboarding.

715

01:31:58.290 --> 01:32:01.629

Dr. Ritamarie Loscalzo: Oh, onboarding right, and any pt. Onboarding right.

716

01:32:02.990 --> 01:32:08.950

Dr. Ritamarie Loscalzo: Those of you who don't know. Catherine joined Nept at the level of what we call.

717

01:32:08.950 --> 01:32:09.600

Annette Falconett: Blueprint.



718

01:32:09.600 --> 01:32:12.668

Dr. Ritamarie Loscalzo: Blueprint, the the functional healing blueprint.

719

01:32:14.550 --> 01:32:18.766

Annette Falconett: No, she had these. Some were colored, some were grayed out.

720

01:32:19.810 --> 01:32:22.339

Annette Falconett: okay, most of the links are wrong.

721

01:32:23.330 --> 01:32:28.039

Dr. Ritamarie Loscalzo: Okay, let me just send this right over to Francis and Tasha.

722

01:32:28.290 --> 01:32:29.860

Dr. Ritamarie Loscalzo: Francis.

723

01:32:29.860 --> 01:32:32.710

Annette Falconett: Yesterday I was like, Oh, my God, this is so bad!

724

01:32:35.200 --> 01:32:39.720

Dr. Ritamarie Loscalzo: Yeah, they shouldn't be doing anything to this site, because this site.

725

01:32:39.720 --> 01:32:41.380

Annette Falconett: That surprised me too.

726

01:32:41.620 --> 01:32:42.170

Dr. Ritamarie Loscalzo: Right.

727

01:32:42.170 --> 01:32:44.079

Rob Vanderwal: Yeah, I do see it on mine.

728

01:32:45.170 --> 01:32:45.860

Dr. Ritamarie Loscalzo: Okay.

729

01:32:51.840 --> 01:32:58.010

lisa fouladi: I did mention to the current interns who are here today that

730

01:32:58.510 --> 01:33:06.239

lisa fouladi: there will be a move over to a new site, and they are heartily encouraged to finish their certification, because the time

731

01:33:06.380 --> 01:33:09.090

lisa fouladi: period will be enforced once the

732

01:33:09.270 --> 01:33:11.189

lisa fouladi: people move to the new site.

733

01:33:11.290 --> 01:33:19.099

lisa fouladi: so I don't know when the time starts and stops. But, you guys, you're intending on certifying get to it. So.

734

01:33:19.100 --> 01:33:20.570

Dr. Ritamarie Loscalzo: Yeah, finish it up.

735

01:33:22.840 --> 01:33:25.750

Dr. Ritamarie Loscalzo: Okay? And others. Let's see.

736

01:33:30.400 --> 01:33:35.590

lisa fouladi: Yeah, the links don't work, but they all go. Yeah, the links don't work for those.

737

01:33:35.590 --> 01:33:39.420

Annette Falconett: They go to 2 like this is, they either go to Jen or they go to blood. Cam.

738

01:33:39.790 --> 01:33:41.080

lisa fouladi: Yeah, exactly.

739

01:33:50.260 --> 01:33:52.680

Dr. Ritamarie Loscalzo: Okay. I just sent them.

740

01:33:53.980 --> 01:33:56.540

lisa fouladi: Okay. I don't understand why they would even be.

741

01:33:57.417 --> 01:34:01.160

Dr. Ritamarie Loscalzo: These look like things that were in libraries.

742

01:34:03.670 --> 01:34:06.250

Dr. Ritamarie Loscalzo: Like. There's all the like. There's

743

01:34:08.560 --> 01:34:17.580

Dr. Ritamarie Loscalzo: all the stuff related to shine. Yeah, it looks like they just were playing with something and didn't. Oh, these look like all the different things

744

01:34:18.460 --> 01:34:30.559

Dr. Ritamarie Loscalzo: they may have been pulling them out of where they were, and putting them as in a different spot, in preparation for moving to the new site. Just so that everything's labeled properly. And that's what happened. So.

745

01:34:31.520 --> 01:34:35.820

Dr. Ritamarie Loscalzo: Tasha, and you told them about it or no.

746

01:34:35.820 --> 01:34:37.350

Annette Falconett: No, I did not. You're

747

01:34:37.570 --> 01:34:42.829

Annette Falconett: you're the 1st person I have told it to, except for my onboarding call today.

748

01:34:47.380 --> 01:34:48.130

Dr. Ritamarie Loscalzo: Okay.

749

01:34:50.450 --> 01:34:53.700

Dr. Ritamarie Loscalzo: And why would that be under self-care resources? Those are all.

750

01:34:54.340 --> 01:34:55.299

Annette Falconett: Yeah, it's weird.

751

01:34:58.170 --> 01:34:58.990

Dr. Ritamarie Loscalzo: Yeah.

752

01:35:00.350 --> 01:35:02.550

Annette Falconett: And frankly, it doesn't look that nice.

753

01:35:04.780 --> 01:35:07.390

Annette Falconett: Those are just place over holder. Icons.

754

01:35:07.390 --> 01:35:07.730

Annette Falconett: Yeah.

755

01:35:08.450 --> 01:35:30.829

Dr. Ritamarie Loscalzo: New site's gonna look really nice, but I can't vouch for it yet, because I've only seen it in early stages. But I told them. I need it up and running and operational, and all tested so that by Jan, by July 1st it's all done, so I want to see it by June first, so that I can go through, and you know, tweak it out and fix things that are wrong on boarding.

756

01:35:30.830 --> 01:35:38.220

lisa fouladi: Will this site, the old site, or the current site still exist, or no?

757

01:35:38.560 --> 01:35:40.119

Dr. Ritamarie Loscalzo: No, everything's been moved.

758

01:35:40.530 --> 01:35:41.300

lisa fouladi: Okay.

759

01:35:41.300 --> 01:35:43.089

Dr. Ritamarie Loscalzo: That's why I need good testing

760

01:35:44.170 --> 01:35:47.370

Dr. Ritamarie Loscalzo: to make sure. It's just the way that it's done. It's like a

761

01:35:47.660 --> 01:35:54.650

Dr. Ritamarie Loscalzo: staging platform that the other one's on, and as soon as we say yes, I mean you can go back and get it. It's not deleted.

762

01:35:54.760 --> 01:35:57.299

Dr. Ritamarie Loscalzo: but they won't be active at the same time.

763

01:35:59.140 --> 01:36:02.909

lisa fouladi: Because the previous site before the current one stayed.

764

01:36:03.790 --> 01:36:07.199

lisa fouladi: Actually, you guys just didn't right? You know.

765

01:36:07.200 --> 01:36:10.589

Dr. Ritamarie Loscalzo: It was a different. It was on a different site. Yeah.

766

01:36:10.590 --> 01:36:11.300

lisa fouladi: Okay.

767

01:36:12.460 --> 01:36:13.250

Dr. Ritamarie Loscalzo: Yeah.

768

01:36:15.640 --> 01:36:30.969

Dr. Ritamarie Loscalzo: yeah, it's it's totally different. Software that's running it. It's more of a learning platform. So it's with a combination of something called memory, but also learn dash, which has a whole, you know, learning platform with it.

769

01:36:31.200 --> 01:36:34.709

Dr. Ritamarie Loscalzo: There's a lot of features, but I haven't gotten to play with it yet.

770

01:36:34.910 --> 01:36:35.660

Dr. Ritamarie Loscalzo: So

771

01:36:35.860 --> 01:36:57.009

Dr. Ritamarie Loscalzo: I'm waiting. They, you know, they said they have. Everybody's moved over. Everybody's got their tagging. They're gonna we're gonna announce that, hey? It's happening. So don't take any exams between, you know, this date and 2 days later, so that you know, otherwise you're gonna have to take them again because we'll it'll completely get lost, so we'll freeze it and then we'll move it over.

772

01:36:58.590 --> 01:37:06.929

Dr. Ritamarie Loscalzo: Yeah, guys, the easiest part is coaching people even when they're challenging

773

01:37:07.480 --> 01:37:10.549

Dr. Ritamarie Loscalzo: the behind the scenes of doing all this other stuff

774

01:37:10.720 --> 01:37:32.880

Dr. Ritamarie Loscalzo: is really really hard, just to say so. If you have plans to build an empire, let's have a conversation, so I can pass on all the wisdom I've learned, and you know. But if you just want

to, seriously, I have had thoughts of, I'm just going to take on one on one clients and screw the rest of it.

775

01:37:33.110 --> 01:37:38.130

Dr. Ritamarie Loscalzo: It's because it's easier. But my mission is bigger than that.

776

01:37:38.740 --> 01:37:43.630

Dr. Ritamarie Loscalzo: I have a lot a lot of part in what I'm doing.

777

01:37:44.040 --> 01:37:51.099

Dr. Ritamarie Loscalzo: anyhow. Tomorrow I'm doing a webinar on the diet craze of yeah. Oh, God.

778

01:37:51.390 --> 01:38:16.249

Dr. Ritamarie Loscalzo: there is just. It's just it gets crazier and crazier every day did I share the one lady who got up there, fruitarian, raw Vegan fruitarian talked about the benefits of sugar, and that between her and her partner. They eat like 50 kilos or 50 pounds, 25 kilos of sugar, raw cane, sugar a month, and they add it to their water and all this stuff for nutrition.

779

01:38:17.380 --> 01:38:19.620

Dr. Ritamarie Loscalzo: I can't. I couldn't make this stuff up, guys.

780

01:38:19.620 --> 01:38:34.089

Steph Jackson: There's a doctor I've had a client fall to that. There's a doctor that's recommending this and saying that the brain needs glucose, and that the glucose has to come in the form of like a powder that you put in water.

781

01:38:34.220 --> 01:38:37.889

Steph Jackson: and she's having that along with her meals.

782

01:38:37.990 --> 01:39:05.699

Steph Jackson: and I'm just like, how is that different than at least eat a watermelon like? For the love of God, eat something that's real, and she says that it's different, because when it's the powdered form of sugar, it goes straight to your brain, and I could not convince her otherwise. I don't remember the name of the doctor, but I'd love to look it up and like text it to you, because it's like messing people up. She's got a full body yeast infection, but she still won't quit this sugar protocol. It's like 6 months of 2 tablespoons twice a day.

783

01:39:05.860 --> 01:39:07.089

Dr. Ritamarie Loscalzo: Few tablespoons, resident.

784

01:39:07.090 --> 01:39:11.550

Steph Jackson: Yeah, they're using dextrose. They're using like, kind of diabetic.

785

01:39:11.550 --> 01:39:16.310

Dr. Ritamarie Loscalzo: At least, this person's using text posts. Okay, this person's using organic cane sugar.

786

01:39:16.310 --> 01:39:19.789

Steph Jackson: I guess they up leveled it. But it's cancer.

787

01:39:19.790 --> 01:39:24.409

Dr. Ritamarie Loscalzo: She's raw, vegan. So that's her. I'm putting this link here. So grab link.

788

01:39:24.600 --> 01:39:26.070

Steph Jackson: It's a big problem. Yeah.

789

01:39:26.540 --> 01:39:30.819

Dr. Ritamarie Loscalzo: And then then there's the wars right? So this carnivore lady

790

01:39:30.970 --> 01:39:50.270

Dr. Ritamarie Loscalzo: who has no nutrition training at all. She is doing the and and make sure you read the labels, and don't take nutrition advice from people who don't, and she's opening up a package of lunch meat and rolling it up and putting it on the plate with all the other meat and eggs and cheese.

791

01:39:50.300 --> 01:40:02.730

Dr. Ritamarie Loscalzo: and then telling warning people about the people out there. And then the this person who just who eats all the sugar, just eats fruit, eats the sugar.

792

01:40:03.300 --> 01:40:14.770

Dr. Ritamarie Loscalzo: And she went and, like like attacked her on a Youtube video, did one of those reaction videos about it. And then there was this whole war on. There's, I mean, it's like.

793

01:40:15.070 --> 01:40:29.389

Dr. Ritamarie Loscalzo: like, what's happening to the body, what works for you. So I'm putting together. I'm hoping Jazzy can help me with it. I have this idea for a slide that I want to show which is every food plant has a piece of the truth.

794

01:40:29.620 --> 01:40:39.270

Dr. Ritamarie Loscalzo: and it's puzzles. And all this stuff, because I'm going through tomorrow. I'm going through 7 different food plans, and I'm calling them food plans.

795

01:40:40.301 --> 01:40:49.079

Dr. Ritamarie Loscalzo: What's the advantages? And who are they for? Who are they? Not? For what are the pros? What are the cons? And I have this cool. I'll show you my chart. I had it open a minute ago.

796

01:40:49.780 --> 01:40:51.070

Dr. Ritamarie Loscalzo: See if I can find it.

797

01:40:52.040 --> 01:40:54.309

Dr. Ritamarie Loscalzo: I have so many things open.

798

01:40:54.910 --> 01:40:55.740

Dr. Ritamarie Loscalzo: Here we go.

799

01:40:57.710 --> 01:40:58.720

Dr. Ritamarie Loscalzo: Is this it?

800

01:41:03.660 --> 01:41:05.220

Dr. Ritamarie Loscalzo: Yeah, I think this is it?

801

01:41:10.770 --> 01:41:14.740

Dr. Ritamarie Loscalzo: Well, this isn't the best of it, but I have a really nice looking one.

802

01:41:15.620 --> 01:41:17.880

Dr. Ritamarie Loscalzo: I had it up a little while ago.

803

01:41:21.620 --> 01:41:27.599

Dr. Ritamarie Loscalzo: All right. I'll just show you the messy one, but it's a it's a chart like this that I'm going to give people a link to at the end.

804

01:41:29.560 --> 01:41:31.130

Dr. Ritamarie Loscalzo: Let's see, share.

805

01:41:32.040 --> 01:41:33.540

Dr. Ritamarie Loscalzo: Where's my share? Button



806

01:41:36.870 --> 01:41:37.710

Dr. Ritamarie Loscalzo: share?

807

01:41:40.870 --> 01:41:44.480

Dr. Ritamarie Loscalzo: Yeah. It was open before the really nice looking one was open, but

808

01:41:44.820 --> 01:41:46.639

Dr. Ritamarie Loscalzo: it kind of looks like this.

809

01:41:47.270 --> 01:41:48.560

Dr. Ritamarie Loscalzo: Can you see it.

810

01:41:48.760 --> 01:41:49.120

Annette Falconett: Yes.

811

01:41:50.170 --> 01:42:02.070

Dr. Ritamarie Loscalzo: Yeah. And it's just like all the different diets and what what it is, who it's best for, who, not for pros and cons. And I'm going to present it like I mean, I've been Dean for 40 years.

812

01:42:02.490 --> 01:42:26.980

Dr. Ritamarie Loscalzo: but there are people who do temporarily do well on a carnivore diet. It's a temporary people like with the fruitarian diet. They are short term. Let's just get everything calmed down. Type of approaches, if nothing else is working right, and that's the thing. I'm not going to be dogmatic and say everybody needs to be Vegan raw Vegan.

813

01:42:26.980 --> 01:42:37.340

Dr. Ritamarie Loscalzo: Mediterranean. Blah blah blah! There's a place for all of it, and I'm going to explain, and I have a really good presentation. So if you want to come to it or invite friends to come to it.

814

01:42:37.380 --> 01:42:38.699

Dr. Ritamarie Loscalzo: It's happening tomorrow.

815

01:42:42.070 --> 01:42:43.020

Dr. Ritamarie Loscalzo: Okay.

816

01:42:43.020 --> 01:42:48.980

Annette Falconett: It would be nice if we could get links to these things without having to go through the whole sign up process.

817

01:42:49.870 --> 01:42:54.210

Annette Falconett: You know, Natasha used to just give us links, and then she stopped.

818

01:42:54.210 --> 01:43:00.090

Dr. Ritamarie Loscalzo: Give it to you. I can give it to you, but it's just if we're going to do this on. If it's just adding one more step

819

01:43:00.310 --> 01:43:07.013

Dr. Ritamarie Loscalzo: to us. Let me see if I can find it. All right.

820

01:43:07.650 --> 01:43:09.800

Annette Falconett: Then you get on the marketing list and.

821

01:43:10.060 --> 01:43:14.570

Dr. Ritamarie Loscalzo: Click funnel. Yeah, I know, yeah.

822

01:43:14.570 --> 01:43:15.480

lisa fouladi: Why don't sign up.

823

01:43:15.480 --> 01:43:19.499

Dr. Ritamarie Loscalzo: A newsletter each week. I told them to just put the link directly to.

824

01:43:20.040 --> 01:43:22.050

Annette Falconett: Yeah, she can even stick it in chat.

825

01:43:22.640 --> 01:43:24.290

Annette Falconett: We all can find it in chat.

826

01:43:24.570 --> 01:43:25.993

Dr. Ritamarie Loscalzo: Let me find it.

827

01:43:29.680 --> 01:43:30.620

Dr. Ritamarie Loscalzo: Here we go.

828

01:43:32.870 --> 01:43:41.120

Dr. Ritamarie Loscalzo: But the thing the reason is that we use automatic sign up links for zoom. So I don't even have the zoom link.

829

01:43:41.380 --> 01:43:47.640

Dr. Ritamarie Loscalzo: because we want to keep track of who shows up. But I can give you this page.

830

01:43:49.710 --> 01:43:51.190

Dr. Ritamarie Loscalzo: No, that's not it.

831

01:43:51.350 --> 01:43:54.490

Annette Falconett: It's okay, cause we all got that. But all we really need is.

832

01:43:54.490 --> 01:43:55.585

Dr. Ritamarie Loscalzo: Paying

833

01:43:56.680 --> 01:44:01.139

Annette Falconett: Because frequently it's put, even though it's free. Put your credit card in, and I'm like, No, I'm done.

834

01:44:01.140 --> 01:44:06.210

Dr. Ritamarie Loscalzo: Oh, this is no credit card, these are all free.

835

01:44:09.080 --> 01:44:11.719

Annette Falconett: Anyway, it's okay, because we're over time. Don't worry about it.

836

01:44:11.940 --> 01:44:13.020

Dr. Ritamarie Loscalzo: Okay, here we go.

837

01:44:15.010 --> 01:44:17.580

Dr. Ritamarie Loscalzo: This is the page that's

838

01:44:17.820 --> 01:44:28.360

Dr. Ritamarie Loscalzo: where you land when you once you sign up. But again, I don't know how to get the zoom link. Oh, it might be on there! It actually might be on that page.

839

01:44:28.798 --> 01:44:32.671

Dr. Ritamarie Loscalzo: If you look at that page, let me look at it a second.

840

01:44:35.002 --> 01:44:37.980

Dr. Ritamarie Loscalzo: if you look down below and it says.

841

01:44:38.760 --> 01:44:48.600

Dr. Ritamarie Loscalzo: check email reminders for the unique zoom link. If you didn't receive it, click here to request it, and that'll just put you into zoom.

842

01:44:49.340 --> 01:44:49.764

Annette Falconett: Okay.

843

01:44:51.020 --> 01:44:58.490

Dr. Ritamarie Loscalzo: Because I don't know how to get into it, and then you just put your name and your number on Zoom, and it'll send you your unique

844

01:44:58.650 --> 01:44:59.400

Dr. Ritamarie Loscalzo: link.

845

01:45:00.910 --> 01:45:01.740

Annette Falconett: Okay. Thanks.

846

01:45:01.930 --> 01:45:11.639

Dr. Ritamarie Loscalzo: I think. No, but that's gonna register you. So I don't know how to do that. I think that might be why we started to auto give people their own unique, because we want to know how many people show up

847

01:45:11.890 --> 01:45:14.320

Dr. Ritamarie Loscalzo: and how long they stay. And all that kind of stuff.

848

01:45:17.040 --> 01:45:24.779

Dr. Ritamarie Loscalzo: Okay, all right, guys have a good one. Thanks for all your input. Bye.

849

01:45:24.780 --> 01:45:25.720

lisa fouladi: Bye, bye.