

WEBVTT

Hi, welcome to our June 2025 nec. Coaching call.

119

00:09:29.380 --> 00:09:34.680

lisa fouladi: Yeah, you go ahead and start, then then and then, yeah.

120

00:09:35.205 --> 00:09:38.049

Annette Falconett: Thank you all for being here this year.

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00:09:39.890 --> 00:09:43.462

Annette Falconett: Our coaches. Thank you for the hard work you've done.

122

00:09:44.070 --> 00:09:48.850

Annette Falconett: We've had our moments. I, for one, am glad sessions is gone.

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00:09:49.360 --> 00:09:49.919

lisa fouladi: I will check.

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00:09:52.860 --> 00:09:53.350

Annette Falconett: I had.

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00:09:53.350 --> 00:09:54.020

lisa fouladi: Thought about that.

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00:09:54.020 --> 00:09:55.050

Annette Falconett: About it, but.

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00:09:55.050 --> 00:09:55.589

lisa fouladi: And yeah.

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00:09:55.590 --> 00:10:03.119

Annette Falconett: Working on updating the sop. I went, wait a minute. We don't have that anymore.
Dr. Rita. Marie is here.

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00:10:03.590 --> 00:10:04.120

Dr. Ritamarie Loscalzo: Bye, hi.

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00:10:04.120 --> 00:10:05.850

lisa fouladi: Great! Oh, sorry!

131

00:10:06.100 --> 00:10:07.839

Dr. Ritamarie Loscalzo: Don't we have any more.

132

00:10:08.430 --> 00:10:10.450

Annette Falconett: Sessions, sessions, that.

133

00:10:11.660 --> 00:10:12.660

lisa fouladi: Yeah.

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00:10:13.520 --> 00:10:26.285

Dr. Ritamarie Loscalzo: Thing. I spent \$800 for a lifetime subscription, and we used it for a few months, and it seemed like great. And then they went bad, and then they went out of business.

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00:10:27.180 --> 00:10:30.900

Dr. Ritamarie Loscalzo: Good features, I mean, seriously, Annette, what.

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00:10:30.900 --> 00:10:43.120

Annette Falconett: I was working at. It came up because I was working on the sop, and I still need to get a schedule with you. But in a couple of places it's like you'll have a sessions account, and you'll do this in sessions, and I'm like, No, no.

137

00:10:44.030 --> 00:10:46.050

Dr. Ritamarie Loscalzo: Okay, we have to redo all that

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00:10:46.050 --> 00:10:50.286

Dr. Ritamarie Loscalzo: forgotten totally about sessions until I was reviewing the sop.

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00:10:50.710 --> 00:11:12.920

Dr. Ritamarie Loscalzo: yeah, yeah, we have to get on the calendar and and talk about that, and see where we're gonna go and what we're gonna do with internships coming thing. So thank you. Thank you for all of you who participated this weekend. If you missed Valerie's talk, holy cow, she was amazing. She just is so creative with the superheroes and the it was just phenomenal. I was just like.

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00:11:13.220 --> 00:11:22.870

Dr. Ritamarie Loscalzo: Oh, my God! And Jennifer was amazing with her cooking and her food, and I actually got to eat it afterwards, because she was here. And, Isabel, your talk on

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00:11:23.500 --> 00:11:41.769

Dr. Ritamarie Loscalzo: on environmental stuff like people, were like riveted to all the things you shared about that that was so good, and and Lisa, of course, with your lab stuff. But you know what I was impressed with Lisa. You not only did your talk, and did an awesome job on the content you were selling

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00:11:42.240 --> 00:12:11.279

Dr. Ritamarie Loscalzo: from the time you started till the time you ended. You were selling. You were selling the program subtly, but you were selling. So I was like, Holy cow. What's happening to Lisa? This is so awesome. So thank you. Thank you. Thank you for everybody, and I don't see stuff here. Steph couldn't make it live, and it turns out she was on an airplane, and it went up, and it circled around and landed back in Vancouver, and she never got to her destination, and she said I should have just screwed it and just come to the event. Live. So

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00:12:11.400 --> 00:12:16.130

Dr. Ritamarie Loscalzo: yeah, very strange. I have to hear that I haven't heard all the details. I'm going to talk to her on Friday.

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00:12:16.500 --> 00:12:24.640

Dr. Ritamarie Loscalzo: anyhow. Thank you guys for your participation. Some of you, I think, were in the audience, and I really appreciate it all.

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00:12:25.012 --> 00:12:47.710

Dr. Ritamarie Loscalzo: We did get 12 new people signed up for programs. 5 of them were for the high end, which is the gold plus effectively 5 of them for the gold type level, and 2 of them went for the the new level called accelerate, which is basically just the group coaching pieces plus the membership site and all the other stuff.

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00:12:47.710 --> 00:13:05.169

Dr. Ritamarie Loscalzo: So we're excited about that. And we have some plans for continuing to reach out to these folks and see we have it set up. So they're going to fill out their forms within the next day or so. So once they do that they've got an option at the bottom like, hey? Did you hear one of the speakers and one of the

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00:13:05.180 --> 00:13:28.469

Dr. Ritamarie Loscalzo: speakers, you know, at the event. And do you want to specifically request a particular coach, or let us pick the coach for you, based on your your form. So once we get those in, we'll be able to. I can meet with and Lisa, and we can help to kind of choose which coach would be the best fit for them unless they've already made a selection. So that'll be happening soon.

148

00:13:28.570 --> 00:13:49.849

Dr. Ritamarie Loscalzo: Goal is to like start because this is a new thing eventually. It's going to be just rolling in all the time. But because we're starting new and we're going to. Oh, Jazzy's working really hard this week to refresh the web membership site and really make it organized. We have a new process. Those of you who might have seen me present it. But it was this this circle of

149

00:13:49.960 --> 00:14:07.430

Dr. Ritamarie Loscalzo: of different features? And it's simplifying what's there. And they're going to set up the site to do that. And we're going to make it so that people aren't. It's not that Isabel's the only one that can find anything on the site that everybody can find stuff. I hear that you're the one that can find anything on the site. And the rest of us are going like, where?

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00:14:07.670 --> 00:14:11.669

Dr. Ritamarie Loscalzo: What? Module? And they said, Oh, Isabel can always find it like, Okay.

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00:14:11.670 --> 00:14:12.974

Isabelle Yang -: Good to know.

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00:14:13.410 --> 00:14:14.203

Dr. Ritamarie Loscalzo: No! So.

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00:14:14.600 --> 00:14:18.949

Isabelle Yang -: The weekend retreat website is this, still, it's still available

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00:14:19.590 --> 00:14:23.789

Isabelle Yang -: for people to go in and back. Go back and and listen to the recording.

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00:14:23.790 --> 00:14:28.089

Isabelle Yang -: Yeah, yeah. Anybody that signed up and registered can still go in there and watch. Yeah, okay.

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00:14:28.090 --> 00:14:40.270

Isabelle Yang -: so people don't. Because I clicked yesterday I clicked on. There's a there's a button, right? It's a sign up for the unstoppable health circle. But when I click on it nothing happens. It just like

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00:14:40.580 --> 00:14:42.040

Isabelle Yang -: it. Just go in like.

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00:14:42.040 --> 00:14:42.360

Dr. Ritamarie Loscalzo: Nope.

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00:14:42.360 --> 00:14:43.250

Isabelle Yang -: Galoop.

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00:14:45.110 --> 00:14:51.910

Dr. Ritamarie Loscalzo: Okay, let me just mention that to Scott to Tasha. I didn't check it during the week. I hope. I hopefully, it was working during.

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00:14:51.910 --> 00:15:02.880

Isabelle Yang -: Yesterday, so like after the retreat, I wanted to see what the offer was, kind of get familiar with it, and then I click on sign up, and then, like nothing happens.

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00:15:03.070 --> 00:15:04.929

Isabelle Yang -: it just go to.

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00:15:04.930 --> 00:15:11.509

Dr. Ritamarie Loscalzo: It should be going to if you want to check it out. Just unstoppablehealthcircle.com.

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00:15:11.940 --> 00:15:23.030

Dr. Ritamarie Loscalzo: That's where that was go to, and it goes to a page where they get to choose transform or transcend. We're gonna change that to also add accelerate at.

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00:15:23.030 --> 00:15:26.720

Isabelle Yang -: Share. That's what's happening. It just a sec can't be reached when.

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00:15:26.720 --> 00:15:27.380

Dr. Ritamarie Loscalzo: Oh!

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00:15:27.380 --> 00:15:28.950

Isabelle Yang -: This button right here.

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00:15:29.190 --> 00:15:32.100

Dr. Ritamarie Loscalzo: Okay, so the unstoppable health Circle

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00:15:32.230 --> 00:15:38.440

Dr. Ritamarie Loscalzo: holy Cow did somebody screw? I can fix that easily. That's on Godaddy, you know, when you on Godaddy.

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00:15:38.810 --> 00:15:43.319

Isabelle Yang -: Yeah, so just keep loading the loading. Nothing happens. And then this happens.

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00:15:49.300 --> 00:15:54.029

Dr. Ritamarie Loscalzo: Oh, it was working on sun. It's working for me.

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00:15:54.200 --> 00:15:56.870

Dr. Ritamarie Loscalzo: Oh, okay. So I wonder if it's your

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00:15:57.750 --> 00:16:06.390

Dr. Ritamarie Loscalzo: yeah type it into your I'll give you the direct link, but type it in to your browser, just type, unstoppable healthcircle.com, and see what happens.

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00:16:06.590 --> 00:16:07.570

Isabelle Yang -: Okay, and you can.

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00:16:07.570 --> 00:16:10.039

Isabelle Yang -: If if it was down for a bit, maybe.

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00:16:10.500 --> 00:16:14.139

Dr. Ritamarie Loscalzo: This in the chat. This is the direct to the page, but

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00:16:14.930 --> 00:16:26.319

Dr. Ritamarie Loscalzo: that's where that re. But I typed it in, and it went there now, it might be that mine still remembers that it's supposed to go there so it could be my cash or yours. Can everybody just go to unstoppable health?

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00:16:26.320 --> 00:16:27.200

Isabelle Yang -: Yeah.

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00:16:27.200 --> 00:16:28.540

Dr. Ritamarie Loscalzo: Tom, and see if it works.

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00:16:28.540 --> 00:16:30.030

Isabelle Yang -: It's not.

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00:16:30.510 --> 00:16:31.310

Dr. Ritamarie Loscalzo: It's not.

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00:16:31.310 --> 00:16:33.649

Isabelle Yang -: If it's just me then that's fine. So.

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00:16:33.650 --> 00:16:34.889

Dr. Ritamarie Loscalzo: Not, mine is my.

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00:16:34.890 --> 00:16:40.300

lisa fouladi: Oh, no, it's it's it's not working ensemble health circle. Yeah, it's not working.

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00:16:40.430 --> 00:16:41.120

Dr. Ritamarie Loscalzo: Okay.

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00:16:41.120 --> 00:16:41.980

Jennifer Whitmire: Just a blank page.

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00:16:42.410 --> 00:16:48.248

Dr. Ritamarie Loscalzo: Page in there, so you can see it in on there. There's a link to the document. But let me

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00:16:48.540 --> 00:16:49.440

Barbara Bailey: Good for me.

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00:16:50.380 --> 00:16:55.169

Dr. Ritamarie Loscalzo: It loaded for you. Who, Barbara? So how bizarre is that.

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00:16:55.170 --> 00:17:01.580

Isabelle Yang -: So it loaded for me if I just type it in, but not from the link from the the retreat. Doesn't.

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00:17:01.580 --> 00:17:01.940

Valerie A. Mills: Right.

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00:17:01.940 --> 00:17:05.420

Dr. Ritamarie Loscalzo: No, no, that's what I'm saying. If you type it in, does it work?

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00:17:05.420 --> 00:17:08.070

Dr. Ritamarie Loscalzo: Yeah, if you type it in, it works. But if you.

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00:17:08.079 --> 00:17:25.009

Dr. Ritamarie Loscalzo: The link here doesn't work. Now I know where the problem is. The problem's not go, Daddy, do you see how I my mind works? I do software the same way I do bodies right? I immediately know it's it's if I know the differentiation between this works and that doesn't. Then I know that the problem is on the site.

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00:17:25.149 --> 00:17:28.819

Dr. Ritamarie Loscalzo: and there's something going on with the direct there redirect there.

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00:17:28.939 --> 00:17:29.869

Dr. Ritamarie Loscalzo: So.

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00:17:30.000 --> 00:17:30.610

Isabelle Yang -: Yeah.

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00:17:31.010 --> 00:17:46.610

Dr. Ritamarie Loscalzo: Yeah. So that's what it is. I was just going to go into Godaddy and make sure that was working. But if you can type in unstoppable healthcircle.com, and it works. Then then I'm going to just type just Tasha real quick Tasha at

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00:17:49.793 --> 00:18:03.700

Dr. Ritamarie Loscalzo: the link on the Obvio dashboard to the Uhc. Page, doesn't.

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00:18:25.090 --> 00:18:28.420

Dr. Ritamarie Loscalzo: Okay, all right, I told her.

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00:18:29.190 --> 00:18:29.945

Dr. Ritamarie Loscalzo: Okay.

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00:18:31.490 --> 00:18:56.508

Dr. Ritamarie Loscalzo: so this is our last official one for this 2024 erc season. Going into next year what we offered was we ended up offering up the program as a 9 month program because I talked to. I

talked to a couple of people in marketing, and a couple of years said, 6 months is too short like, she said. If I was gonna pay a lot of money to be in a program. It's 6 months I'm feeling like

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00:18:56.810 --> 00:19:21.720

Dr. Ritamarie Loscalzo: it's too short for me. A year seems long. So 9 months is what we offered them moving forward. We're going to be able to offer them 6 months in, not at an event, but in enrollment conversations. But right now, before we say how often we can do that, and how quickly we're going to be able to turn that around, and also want to see how this goes. And when you guys say, Oh, yeah, I could take on another person.

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00:19:21.720 --> 00:19:46.389

Dr. Ritamarie Loscalzo: because it's always harder, the beginning of working with a new person, because there's the getting to know and all that. But if you're adding some new people once you're in a groove with a bunch of people, you may say, hey, I can take on. So I want you guys to give me feedback as we go along. Like, okay, I have these people. I'm I can take on this many more people. So that's what I want to make sure of that. And we don't know how many each of you are going to get, because we haven't seen them yet.

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00:19:46.390 --> 00:19:53.400

Dr. Ritamarie Loscalzo: like, I want to make sure that the people are assigned to the right person for their needs.

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00:19:53.720 --> 00:20:22.310

Dr. Ritamarie Loscalzo: Anyhow, the idea was we offered them with the private coaching at the event. I was going to offer them the just get in the group coaching, and I was advised by my marketing mentors. No, at an event you want to take advantage of. The and more than 2 offers at an event is too confusing. So they offered it as a like back pocket. This person really wants to do it, but can't afford, with the private coaching, to offer them a \$5,000 entry point.

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00:20:23.440 --> 00:20:30.840

Dr. Ritamarie Loscalzo: and I was just talking on another coaching call with one of my marketing mentors, and he said he shared about this idea, that

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00:20:30.840 --> 00:20:53.640

Dr. Ritamarie Loscalzo: about if you have a site where it's like group coaching plus content, which is what the lower level is. Group coaching plus content. And there's no one on one stuff, and there's no need for them all start at the same time he talked about having some of his colleagues having success with a weekly, and this you might use for your own stuff a weekly membership, a membership with a weekly

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00:20:53.640 --> 00:21:17.529

Dr. Ritamarie Loscalzo: price tag. Right? So if you have a \$40 a month membership, and you charge \$10 a week or a little bit more than that, like \$12 a week, and then you can always say, Hey, you want to save some money. You can do the monthly membership, or you can pay for the yearly membership once they're in. But he had this guy, and he was like he was a colleague of his, and he told him about this. He goes, oh, no, that's not going to work, and they're going to. There's gonna be so much attrition

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00:21:17.530 --> 00:21:25.080

Dr. Ritamarie Loscalzo: that people will do it for a few weeks, and then they'll they'll just drop off. And he said, No, and this guy now has a 1.2 million dollars business doing.

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00:21:25.380 --> 00:21:29.149

Dr. Ritamarie Loscalzo: Yeah, no. 1.2 million dollars a month membership

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00:21:29.360 --> 00:21:47.159

Dr. Ritamarie Loscalzo: doing this minimal, you know, monthly charge. So I'm going to consider that down the road as our let's go back out and and offer this. Once we get the new site set up and we have everything really working the way we want it to be. It'll be the same site. But we're working on revamping it.

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00:21:47.160 --> 00:22:00.860

Dr. Ritamarie Loscalzo: So there's, you know, the option for bringing more people in which would bring people to the coach on calls and the monthly stuff and getting them. But it would be more there. They're on their own. It's piecemeal. They're not creating a plan.

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00:22:00.860 --> 00:22:15.570

Dr. Ritamarie Loscalzo: They have to create their own plan. It's not like you guys meet with them, and you do the one on ones, and you do their labs. It's just they're gonna have more guidance from us. So we'll see how that goes. That might be something that we do down the road, but the goal here is to

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00:22:15.720 --> 00:22:24.739

Dr. Ritamarie Loscalzo: take July off as a break for us to get it revamped and then start the Monthly. The weekly calls the stuff in in

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00:22:25.660 --> 00:22:29.750

Dr. Ritamarie Loscalzo: August right? And then have that be where.

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00:22:29.900 --> 00:22:51.779

Dr. Ritamarie Loscalzo: if you're taking a month off for vacation, you're not going to do any of the coach on calls that month? Right? You're you're gonna schedule your one on one so that you're not there. So it gives us all the flexibility to be able to just do it, and it gives them the continuity to be able

to always have access to somebody that they can come to and ask questions. So that's the deal right now. So I wanted to.

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00:22:52.576 --> 00:22:53.629

Dr. Ritamarie Loscalzo: No, yeah.

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00:22:53.830 --> 00:23:06.780

Annette Falconett: I have coach on call this week, and I kind of wanted to talk to them about. You know there's always that you're leaving us high and dry. Which you were just kind of talking about. I've told you this before. So

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00:23:07.730 --> 00:23:11.219

Annette Falconett: if they're coming back, yeah, they will start the.

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00:23:11.220 --> 00:23:13.399

Dr. Ritamarie Loscalzo: All of them are coming back, all of them.

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00:23:13.400 --> 00:23:17.103

Annette Falconett: Cool. So congratulations so

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00:23:18.250 --> 00:23:32.759

Annette Falconett: but they have unstoppable health, and they have nutrition lab that they can do in July, because a lot of them freak out over that? Are we going to be doing coach on call in July? Or does that start anew in August?

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00:23:33.370 --> 00:23:41.389

Dr. Ritamarie Loscalzo: We can. I mean, what do you? If you think it's worthwhile, we can definitely let me at least do one code, so that or 2 like we could do. The 2

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00:23:42.850 --> 00:23:44.850

Dr. Ritamarie Loscalzo: ask what they think we can do that.

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00:23:45.390 --> 00:23:51.660

Annette Falconett: I'll ask, because, like I said, I have. On Friday we moved because your event was last Friday. We moved it.

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00:23:51.660 --> 00:23:53.220

Dr. Ritamarie Loscalzo: This one, yeah.

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00:23:53.440 --> 00:23:55.249

Annette Falconett: So I'll ask them.

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00:23:55.250 --> 00:24:02.289

Dr. Ritamarie Loscalzo: Them if they want, we can easily who's available to do. If you need to do a coach on call in july, yeah.

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00:24:02.350 --> 00:24:02.960

Annette Falconett: Yeah, we.

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00:24:02.960 --> 00:24:04.710

Dr. Ritamarie Loscalzo: You can do it just because.

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00:24:04.710 --> 00:24:11.549

Annette Falconett: Because, you know, at the end of last year they were freaking out. Oh, we have nothing to do for 2 months. And I'm like, Yeah.

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00:24:11.550 --> 00:24:20.199

Dr. Ritamarie Loscalzo: That coach on call is coach on calls happening in July. We'll just say that it is Isabel and and Ed are gonna cover them. You just said you're available. So.

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00:24:20.200 --> 00:24:22.319

Annette Falconett: Yeah, we'll work it out. Isabel.

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00:24:22.780 --> 00:24:30.810

Dr. Ritamarie Loscalzo: Yeah. Yeah. So tell them that we'll continue. They'll continue to have. So they'll 4 weekly coach calls. And so we're not leaving them high.

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00:24:31.080 --> 00:24:44.600

Dr. Ritamarie Loscalzo: Yeah. And what we're gonna I'm going to work with Francis and Tasha this week to figure out the scheduling for moving forward for that, you know, we might do one of them on a Wednesday, one of them in the evening, like we'll do them on a regular basis. We'll have 4 of those a month.

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00:24:45.910 --> 00:25:12.409

lisa fouladi: The only issue. I'm great. I'm really happy that everybody's the legacy people have all signed up. The only issue is they don't know what they've signed up for, so I know you told me. For example, Deborah has signed up for 12 private coaching. She doesn't even remember what she signed

up for. Carl Wreck said she signed up. You didn't have anything written down, so she just signed up. So I guess Sasha is gonna have to figure out what they signed up for.

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00:25:12.410 --> 00:25:35.929

Dr. Ritamarie Loscalzo: Know what they signed up for. I have a data. I have a spreadsheet that I put it all in. When they signed up, carol rec upgraded over the weekend to what we offered was called transcend, which is the equivalent of gold, plus she upgraded at the event to that. So that's kind of cool. But yeah, we can do that. And what we're doing for each person on their page. For whatever their level is, we can make sure that it says you have X number of calls with your.

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00:25:35.930 --> 00:25:36.580

lisa fouladi: Oh, good!

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00:25:36.620 --> 00:25:41.490

Dr. Ritamarie Loscalzo: Coach. Right. Your coach is this, you have this many you signed up for this many calls. So yeah.

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00:25:41.710 --> 00:25:47.400

lisa fouladi: Yeah, good cause they don't know. They don't remember, you know, all that. So cause I'm trying to get their scheduling.

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00:25:47.400 --> 00:25:55.239

Dr. Ritamarie Loscalzo: Discussion, and it was like, Do you want 6 calls or 12? And I think you know, and most of them signed up for well, I think

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00:25:55.390 --> 00:26:00.500

Dr. Ritamarie Loscalzo: I care no, Carolyn, and they both signed up for 12. But we have that all written down.

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00:26:00.720 --> 00:26:12.780

lisa fouladi: Yeah, yeah, no, that's that's good. They, you know, they just didn't. They didn't write it down. I mean, I know Carol knows that. But Deborah wasn't sure, and then I told Debra I said, No, doctor Henry told me you sign up 12, so.

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00:26:12.780 --> 00:26:14.310

Dr. Ritamarie Loscalzo: 12 with you, 3 with me.

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00:26:14.790 --> 00:26:39.003

Dr. Ritamarie Loscalzo: and you know then access every. So she effectively signed up for the the high level. But she she's not going to get those other things that we give, which is the menu makeover, she

said. Well, she's going to get them. She didn't get that yet. Last year I just found out that Tasha forgot to send out the things for people to get that. Fortunately she was the only new one in gold plus last year

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00:26:39.310 --> 00:26:39.770

lisa fouladi: Yeah.

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00:26:39.770 --> 00:26:46.107

Dr. Ritamarie Loscalzo: The others that repeated were like, Oh, okay, so we're getting them those now. So that'll all happen.

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00:26:46.740 --> 00:26:47.580

Dr. Ritamarie Loscalzo: yeah.

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00:26:48.640 --> 00:27:14.519

Dr. Ritamarie Loscalzo: Okay. So let's do a wrap up. Oh, and what I want to do I really would like to, if we can, if we can do it with our schedules is to have a meeting next month of a coach's meeting, because I really want to go through the specifics. You know, once we have the site set up, I want to make you guys familiar with it, how it's set up, but also what? What? So we have some consistency between coaches on how to

251

00:27:14.820 --> 00:27:39.759

Dr. Ritamarie Loscalzo: structure the calls that you're doing with them, and and also note taking, so that if if they have a call with me, or if they sign up for hey? I want 3 coaches with 3 calls with a different coach that that coach has the ability, or if they sign up for menu makeovers, that it's an easy where we're going to look to get their notes right? So I want to be consistent with that this year.

252

00:27:40.360 --> 00:27:41.240

Dr. Ritamarie Loscalzo: Okay.

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00:27:42.650 --> 00:28:00.308

Dr. Ritamarie Loscalzo: okay, so let's hear about our people. How is everybody going? This is our last call. And everybody, except for Sharon Landis. And she's gonna talk to me again in July, because she has some things going on, and she doesn't wanna commit to anything, but she pretty pretty sure she will do it.

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00:28:00.630 --> 00:28:06.540

Isabelle Yang -: I could go first.st Yeah, she says she has to settle her medical bill 1st like, see what's going on with that.

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00:28:07.063 --> 00:28:13.536

Isabelle Yang -: and then then she'll come in. So she's doing fine. She realized that she can't do gluten and sugar. And

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00:28:14.470 --> 00:28:41.950

Isabelle Yang -: so we talked. She's moving along slowly, but but she was getting into, you know, more frequent snacking. And she's like, Okay, I can't do that anymore. So she's going to that. She's moving a little bit more on her own, and so more lots of muscle soreness and still hurts, still recovering. But she's doing well. She doesn't have a caretaker now, so some things are like, more difficult.

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00:28:42.060 --> 00:28:43.240

Isabelle Yang -: Far right? Yeah.

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00:28:43.240 --> 00:28:43.780

Dr. Ritamarie Loscalzo: Yeah.

259

00:28:43.780 --> 00:28:44.120

Isabelle Yang -: Yeah.

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00:28:44.500 --> 00:28:48.210

Dr. Ritamarie Loscalzo: Great. Hopefully. She'll be back and she'll take some calls with you, and she'll

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00:28:49.120 --> 00:28:54.029

Dr. Ritamarie Loscalzo: yeah. I gave her a good deal because she didn't wasn't able to do much of anything last year, so

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00:28:55.155 --> 00:28:59.850

Dr. Ritamarie Loscalzo: made her an offer. You can't refuse. But she still said, Wait till July.

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00:28:59.850 --> 00:29:07.980

Isabelle Yang -: Yeah, yeah, she was. Really, she's really frustrated by her medical bill and dealing with the church and all that. So she's.

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00:29:07.980 --> 00:29:08.580

Dr. Ritamarie Loscalzo: I understand.

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00:29:08.580 --> 00:29:28.950

Isabelle Yang -: She get that sort out? I think she'll be. She'll be good. Shanna's doing well, so you know she's she's been doing well. So the thyroid coaching call is going well. But I see a lot of people. They're like AI phantom note taking, is that okay? To to have them. So I just said, Okay.

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00:29:29.181 --> 00:29:37.300

Dr. Ritamarie Loscalzo: Yeah, they can do that. I mean, they're gonna get more out of it if they show up. But I I think it's fine, because they'll get a copy of the call with the notes.

267

00:29:37.490 --> 00:29:38.540

Isabelle Yang -: Okay. Yeah.

268

00:29:38.540 --> 00:29:40.219

Dr. Ritamarie Loscalzo: If they watch it, right? Yeah.

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00:29:40.440 --> 00:29:44.290

Isabelle Yang -: Yeah, okay, yeah. So that that's all I have. Yeah.

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00:29:44.290 --> 00:29:45.989

Dr. Ritamarie Loscalzo: How many people are you getting on each call?

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00:29:45.990 --> 00:29:50.329

Isabelle Yang -: I'm getting quite a bit like maybe 12 to 16 people on the call.

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00:29:50.330 --> 00:29:50.980

Dr. Ritamarie Loscalzo: Oh!

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00:29:51.150 --> 00:29:59.742

Isabelle Yang -: Yeah. Yeah. And then, there's I got some labs that I'll go over today in just a little bit. You tell them like you need the to pick

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00:30:00.160 --> 00:30:07.488

Isabelle Yang -: fill the tracker, but they send you like 5 different pages of their lab, reporting each just.

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00:30:08.760 --> 00:30:17.850

Dr. Ritamarie Loscalzo: People don't know how to follow direction. And a lot of our people are so brain fog that they they don't, or they don't pay attention and.

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00:30:17.850 --> 00:30:27.270

Isabelle Yang -: Yeah, it. Yeah. Yeah. Well, Catherine, she's the only one follows direction. She like, did her tracker, her diagram and everything. So.

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00:30:27.652 --> 00:30:44.869

Dr. Ritamarie Loscalzo: I remember doing those calls the 1st time I did that class, and that was that was a. It was a lot. But it's also. So it was so empowering for them to have us look at their stuff during the call. So yeah, yeah.

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00:30:44.980 --> 00:30:47.890

Dr. Ritamarie Loscalzo: great. All right. Who is next.

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00:30:50.790 --> 00:30:52.799

Valerie A. Mills: I don't know, but don't really have any.

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00:30:52.800 --> 00:30:53.770

Annette Falconett: Go, Valerie.

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00:30:54.290 --> 00:31:03.569

Valerie A. Mills: So Denise had our last session today. She did tell me she's coming back without coaching. She says she feels like she's ready to let her wings

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00:31:03.750 --> 00:31:05.080

Valerie A. Mills: flat, so

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00:31:05.080 --> 00:31:14.390

Valerie A. Mills: she's doing great. I'm I'm proud of her. So. I have one more meeting with Ronnie. I I'm pretty sure she's coming back, but I don't know what she's decided on doing.

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00:31:14.390 --> 00:31:20.420

Dr. Ritamarie Loscalzo: I don't think she's done any any coaching yet, but we'll talk to her and see where she's gonna do it.

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00:31:20.420 --> 00:31:26.804

Valerie A. Mills: Well, well, she had said that she might not do coaching, which is fine. She likes the community so.

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00:31:27.190 --> 00:31:35.280

Dr. Ritamarie Loscalzo: So she signed up for that. But she didn't. Yeah, she she we'll see, and a lot of people may just decide as they go along, like.

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00:31:35.280 --> 00:31:35.690

Valerie A. Mills: Okay.

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00:31:35.690 --> 00:31:47.940

Dr. Ritamarie Loscalzo: Oh, yeah, I can't fly this solo, or I just got labs back. I really need to sign up, and we're not letting them do one session we're letting. We're if they're gonna do coaching, they need to do 3 sessions. Because I think that's what they really need.

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00:31:48.250 --> 00:31:50.429

Valerie A. Mills: Yeah. But so that's all.

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00:31:51.389 --> 00:31:53.509

Dr. Ritamarie Loscalzo: So, thank you. Yeah.

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00:31:53.510 --> 00:31:58.020

Annette Falconett: We're not gonna do that one call thing where you were like. Oh, they can call. They can schedule with.

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00:31:58.020 --> 00:32:01.580

Dr. Ritamarie Loscalzo: No, that's different. But that's not 2 overlaps right.

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00:32:01.580 --> 00:32:02.580

Annette Falconett: I know that I know that.

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00:32:02.580 --> 00:32:06.749

Dr. Ritamarie Loscalzo: Returning people. Yeah, we have a way that they can come in and do a.

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00:32:06.750 --> 00:32:16.049

Annette Falconett: Because I've got questions on that, but not for today. And I think letting them pop in and in for 3 weeks or 3 calls is a good idea.

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00:32:17.310 --> 00:32:21.189

Dr. Ritamarie Loscalzo: I think that's better. But if they if they want like labs, and if they want real intensive.

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00:32:21.190 --> 00:32:22.219

Annette Falconett: Then I have to do more.

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00:32:22.220 --> 00:32:28.100

Dr. Ritamarie Loscalzo: Questions. Then they can come in, and you know, pay whatever it is, and do that.

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00:32:28.383 --> 00:32:34.330

Annette Falconett: So, my small group, I we did not meet last week. We're meeting this week. That's it, that's all I got.

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00:32:34.620 --> 00:32:52.429

Dr. Ritamarie Loscalzo: Okay? Well, good. Yeah. And small groups. I hate to see them go away. But I mean the way that the the drop off happens it just, you know, and people that come love them. I mean, oh, it's too bad you're not gonna do them anymore. Because I love those. Yeah, because you get one all in coaching like.

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00:32:52.430 --> 00:32:52.750

Annette Falconett: Yeah.

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00:32:52.750 --> 00:32:53.180

Dr. Ritamarie Loscalzo: Gary.

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00:32:53.180 --> 00:32:59.650

Annette Falconett: Yeah. Well, maybe you know, maybe a few years off they'll they'll make their come back, you know. You never know.

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00:33:00.100 --> 00:33:21.879

Dr. Ritamarie Loscalzo: And if we could figure out a way to make those groups in such a way that we can keep it so that we don't have to just have. We only let an influx of people in at one time, right? Because that's the thing. If they, if they, if they come in if we say that. And we, you know a bunch of people coming in in June in September, and they are joining a group that's already like small and close knit, it might feel a little.

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00:33:21.880 --> 00:33:22.250

Annette Falconett: Yeah.

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00:33:22.250 --> 00:33:29.560

Dr. Ritamarie Loscalzo: I don't know. That's what I asked several of you and all of you said, Yeah, it would be kind of weird to do it that way we'll figure we'll think about it.

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00:33:29.560 --> 00:33:37.899

Annette Falconett: It would depend on the group like the Lynn Catherine Group, I don't think could be real good with it, but I think, like any group that Ronnie is in would be fine.

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00:33:38.160 --> 00:33:42.019

Dr. Ritamarie Loscalzo: Yeah, okay, we'll think about that. We'll let's just do this.

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00:33:42.710 --> 00:34:05.520

Dr. Ritamarie Loscalzo: We've changed it. The site is going to be much more, not more robust, more organized and easy to manage. And we're going to add in some weekly call weekly email kind of support to keep them and guide them through the content. So we'll see how all that goes, and then we'll we'll decide. We probably wouldn't open it up to another group until you know.

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00:34:05.590 --> 00:34:11.909

Dr. Ritamarie Loscalzo: Maybe, like January, probably just the way I'm thinking of it now, but we could let people in like to the

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00:34:11.969 --> 00:34:24.770

Dr. Ritamarie Loscalzo: group coaching only level. We'll do a big push for that to see if we can get people in there and see how that goes right with a lot of different calls there. I don't think if we had more people right now. We have 32

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00:34:24.770 --> 00:34:49.410

Dr. Ritamarie Loscalzo: totally between all the within the returning and the new ones. So that's a good number. I think we've had as much as 45 at 1 point, and I don't know what it would happen if we had over 50. If we had 75, would we be able to handle that at the group level? I mean, certainly the one on one level depends on how many each of you can hold and who we could bring in additionally as coaches. So

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00:34:50.610 --> 00:34:53.400

Dr. Ritamarie Loscalzo: okay, great, thank you. Who's next.

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00:34:54.110 --> 00:34:55.230

Jennifer Whitmire: I can go.

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00:34:55.500 --> 00:34:55.835

Dr. Ritamarie Loscalzo: Yep.

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00:34:56.179 --> 00:35:10.549

Jennifer Whitmire: And so mine's just small small group, too. And so I had Carol and Donna, and they're both doing very well, and I know Carol's excited to be returning. Donna had told me she wasn't going to because of money, and so I'm glad that she's.

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00:35:10.550 --> 00:35:12.730

Dr. Ritamarie Loscalzo: I made her an offer she couldn't refuse.

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00:35:12.730 --> 00:35:13.340

Jennifer Whitmire: Let's.

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00:35:13.590 --> 00:35:38.370

Dr. Ritamarie Loscalzo: Because I really I knew that money was an issue. I knew she was still paying off from 2 years ago. She she still has a big thing she's paying to the company, and I I made her an off. I'll tell you guys what it was, but don't share it with the other other attendees. But I she paid a minimal amount, and she's gonna do some work study and help me out with things. She has a lot of computer and tech skills

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00:35:38.400 --> 00:36:02.080

Dr. Ritamarie Loscalzo: that I think could be really helpful in helping us create materials and create spreadsheets and a lot of stuff that I could take off my plate. So I'm excited about offering her that because I really like Donna, and I've seen the changes in her, and I know she really put herself on the line. She wasn't going to rejoin last year, because she still was paying off the year before, but she decided to, and she's made such a commitment

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00:36:02.080 --> 00:36:09.199

Dr. Ritamarie Loscalzo: to it that I wanted to offer her the ability to to stay in the community and get the support she wants. So that makes

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00:36:09.980 --> 00:36:10.720

Dr. Ritamarie Loscalzo: yeah.

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00:36:11.020 --> 00:36:11.980

Jennifer Whitmire: That is all.

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00:36:12.210 --> 00:36:14.160

Dr. Ritamarie Loscalzo: That's it! And Lisa.

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00:36:15.290 --> 00:36:19.716

lisa fouladi: Everybody's doing well. Martha showed up and

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00:36:20.570 --> 00:36:25.305

lisa fouladi: and I guess she signed up for some more coaching, I guess so.

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00:36:25.800 --> 00:36:27.260

lisa fouladi: She did.

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00:36:27.470 --> 00:36:28.860

Dr. Ritamarie Loscalzo: Sessions with you.

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00:36:29.210 --> 00:36:43.850

lisa fouladi: Okay and you know. She she did contact me over the weekend and said that she had contracted some kind of virus and wasn't feeling well and blah blah. So I just kind of

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00:36:44.110 --> 00:37:00.050

lisa fouladi: she wanted the food recommendations. So I just sent her the food recommendations and she does tend to get viral illnesses quite frequently, actually, or who gets really sick. So really have to look at her immune system. I guess.

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00:37:00.050 --> 00:37:13.709

Dr. Ritamarie Loscalzo: Right. And there's stress levels that add to the immune function. I mean, she just recently got off of a bout of traveling several weeks in a row, and when you're on airplanes a lot, if your immune system isn't like top notch, it's very easy to get sick.

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00:37:13.860 --> 00:37:22.460

Dr. Ritamarie Loscalzo: Yeah. And then in classrooms where she's with, you know, hundreds of people sometimes. So yeah, yes.

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00:37:22.460 --> 00:37:43.077

lisa fouladi: We gotta work more on her Tbi stuff, you know, like she, because of her occupational occupation, you know, working with guns. She has chronic lead exposure. And she has such high lead levels. And I'm like, well, you know, we gotta work on that. If you want to get the Tbi kind of stuff or the brain stuff worked out. So

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00:37:43.410 --> 00:37:51.469

Dr. Ritamarie Loscalzo: Has she done? Have you done anything like with Mct. Or other things? For you know a detox pulling her off.

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00:37:51.470 --> 00:37:52.110

lisa fouladi: Yeah.

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00:37:52.610 --> 00:38:00.359

lisa fouladi: trying to. You know, but she was very inconsistent this year, and showing up, you know, there were 3 no shows

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00:38:00.500 --> 00:38:10.220

lisa fouladi: and and so that's why I was surprised. I told her. I said, think about it clearly, if you're gonna sign up, because if you sign up and I'll expect you to show up

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00:38:10.310 --> 00:38:30.840

lisa fouladi: so. And yeah, I was nice about it and everything. And I said, but if you told, if she doesn't have enough bandwidth. Then she doesn't have enough bandwidth, you know, but she really wanted to and I think she said she's getting some things off her plate, but I don't know what it is. But yeah, so she wants to.

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00:38:31.010 --> 00:38:49.459

Dr. Ritamarie Loscalzo: But yeah, she really wanted to do it. When I talked to her a couple of weeks ago, she really wanted to do it. One of the things I thought about because she and I were talking about, because I just wish you know, I just. I have all these intentions, and then I don't do. I have all these these reminders and all this, but I don't do. And I said, would it help to have like someone who's just

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00:38:49.460 --> 00:39:01.929

Dr. Ritamarie Loscalzo: sending you a daily reminder to you know that you're checking in with somebody. And and she was kind of interested, and I know Jen and I had talked about a while back, somebody who was requesting that like a daily.

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00:39:02.350 --> 00:39:19.550

Dr. Ritamarie Loscalzo: Here's what I did with my food today, and she would respond and say, great job, or here's what you could do differently, and I don't remember what we priced it at, or whether that would be something that we could offer as a an add on for somebody like her who needs that, you know.

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00:39:19.550 --> 00:39:28.910

lisa fouladi: Yeah, she needs, you know, she needs to look at her reminders or be reminded, you know, and and then actually show up. You know, she's

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00:39:29.150 --> 00:39:29.730

lisa fouladi: yeah.

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00:39:29.730 --> 00:39:34.269

Dr. Ritamarie Loscalzo: She has them in. She showed me she has them on a calendar, and it's

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00:39:34.360 --> 00:39:43.440

Dr. Ritamarie Loscalzo: need to turn some of these into reminders on your phone that are, gonna go beep, beep, beep, beep, beep, beep, and remind you that you need to be somewhere. And so.

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00:39:43.440 --> 00:39:44.100

lisa fouladi: Yeah.

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00:39:44.310 --> 00:39:47.360

Dr. Ritamarie Loscalzo: Wish you well, so.

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00:39:47.360 --> 00:39:47.910

lisa fouladi: Yeah.

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00:39:48.360 --> 00:39:48.710

Dr. Ritamarie Loscalzo: Any.

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00:39:48.710 --> 00:40:00.279

lisa fouladi: Anyhow. So I was. I was surprised. I was surprised that she continued, and yeah, so I told her. We've got to finish up this year, and then we'll keep going so. But you know she's got to also

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00:40:00.530 --> 00:40:15.919

lisa fouladi: change gears and not try to be her own practitioner. So you know you know. Ordering her tests herself, I said, let us do that for you, you know, just to, because she doesn't order the tests, or you know she has all the discounts and everything through all the.

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00:40:16.180 --> 00:40:16.570

Dr. Ritamarie Loscalzo: Yeah.

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00:40:16.570 --> 00:40:22.700

lisa fouladi: You know, Alexia and everything, but she just doesn't get it done. So then we can be her right. So.

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00:40:22.890 --> 00:40:27.740

Dr. Ritamarie Loscalzo: Yeah, so then we get behind, yeah, absolutely, absolutely. So.

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00:40:27.740 --> 00:40:28.280

lisa fouladi: Bye, bye, everyone.

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00:40:28.280 --> 00:40:29.070

Dr. Ritamarie Loscalzo: Find me that

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00:40:29.530 --> 00:40:55.889

Dr. Ritamarie Loscalzo: you, Jennifer, about about a potential for that kind of like that, those daily check-in type things. We talked about it a while back. I don't know if you're still open to it, or still have the time in your schedule to do something like that, or offer that, or what number of people we could offer that to. So yeah, okay, great and everybody else. So we're good. I mean, it was like, literally a hundred percent renewal, except for Sharon, who, I think, will do it. But.

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00:40:55.890 --> 00:40:56.290

lisa fouladi: Yeah.

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00:40:56.290 --> 00:41:00.820

Dr. Ritamarie Loscalzo: Literally a hundred percent. So that's we've never had that before. So good job.

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00:41:00.820 --> 00:41:01.200

lisa fouladi: Go ahead!

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00:41:01.200 --> 00:41:29.979

Dr. Ritamarie Loscalzo: They clearly are getting a lot out of this in spite of the fact that they complain about call reminders. What we're gonna do for call reminder things this year. We're not gonna do specific call reminders every Sunday they're gonna get a new an email that has their particular calls that they have. This is what's coming up this week, and they get to can click it and get it on their calendar, or do whatever and then the calls that are like not consistent calls like extra special calls. They'll get reminders or or

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00:41:29.980 --> 00:41:36.110

Dr. Ritamarie Loscalzo: texts if they want the text. So I'm going to meet with Francis and Tasha to figure out the best way to do that

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00:41:36.270 --> 00:41:38.660

Dr. Ritamarie Loscalzo: from here on. Yeah, because I.

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00:41:38.660 --> 00:41:47.990

lisa fouladi: What about the sorry? What about the people who currently have escl membership? What happens to those people who are never had? Erc.

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00:41:47.990 --> 00:42:03.542

Dr. Ritamarie Loscalzo: Yes. So that's great question. So we have a level of the program that was specifically designed for because we were gonna just have one level, which is just content. 97 a month. And it's like, okay, what do we do? So they will. We're gonna be sending emails out to them.

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00:42:03.830 --> 00:42:26.630

Dr. Ritamarie Loscalzo: that say, hey! We've upgraded your membership, and or we're upgrading the site. And here's what it is, and depending on, regardless of what they're paying. Now, if they're paying like 250 a month, some of them are paying 1, 97. Some of them are paying 297. We're just gonna make it all 1 97 to keep it easy. We're moving you into this new site. This is what you're going to get, and they will still get

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00:42:26.630 --> 00:42:31.820

Dr. Ritamarie Loscalzo: the 2 calls a month that they get the 2 content calls a month, and then the whole library.

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00:42:32.300 --> 00:42:59.039

Dr. Ritamarie Loscalzo: Yeah. So that's what they're we're going to do. And we're going to send them a message that says, Hey, we're we're changing the membership. And here's what you for the ones that are just in the nutrition lab. I was debating about that because it's like they don't get that extra call. They don't get the the health topic call, and they don't get the. They don't get the second support call, and they get less content. So for them, we just want to keep it simple.

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00:42:59.050 --> 00:43:10.299

Dr. Ritamarie Loscalzo: They're going to get all the content. They're going to get everything. And we decided to just give it to them for whatever they're paying now, because we don't want. We don't want people to get pissed off.

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00:43:10.740 --> 00:43:20.999

Dr. Ritamarie Loscalzo: and but we don't also want to have a separate membership for that. And I just decided, you know, let's err on the side of generosity. We're just going to give it to them for whatever.

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00:43:21.140 --> 00:43:21.820

Dr. Ritamarie Loscalzo: Yeah.

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00:43:23.210 --> 00:43:27.560

Dr. Ritamarie Loscalzo: So, and if they quit and want to come back, then they're going to pay more.

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00:43:28.670 --> 00:43:30.320

Dr. Ritamarie Loscalzo: That's what it's going to happen.

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00:43:30.620 --> 00:43:45.860

Dr. Ritamarie Loscalzo: Yeah. Francis and I went back and forth on, how are we going to do this and tagging them in a certain way. And they it's too much work on the back end. The more work on the back end, the more room there is for confusion, and the more room there is for error. So we just want to err on the side of generosity and

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00:43:46.140 --> 00:43:48.900

Dr. Ritamarie Loscalzo: keep it going. So there we have it.

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00:43:49.850 --> 00:43:50.650

lisa fouladi: Great.

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00:43:51.480 --> 00:43:52.370

Dr. Ritamarie Loscalzo: All right.

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00:43:53.660 --> 00:44:01.269

Dr. Ritamarie Loscalzo: Yep, that's it. So hopefully, things will be simpler to implement. People will get great results, and

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00:44:01.760 --> 00:44:10.779

Dr. Ritamarie Loscalzo: we'll go from there. I mean they clearly are getting great results. I don't know who of you heard the the panel. We did the success panel we did with

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00:44:11.020 --> 00:44:12.430

Dr. Ritamarie Loscalzo: Sh Deb.

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00:44:12.610 --> 00:44:14.290

Dr. Ritamarie Loscalzo: Carol, and Michael.

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00:44:14.450 --> 00:44:42.729

Dr. Ritamarie Loscalzo: And it was amazing the things that they said and how you know just they're getting a lot out of it. Their lives are changed. So congratulations for changing lives. That's what we're here to do. And in spite of the fact that they may have some complaints about this or the you know, whatever their reasons are, or they're not actually fully showing up the ones that are doing what we're guiding them to do are getting incredible results. And clearly, when you get 100% return.

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00:44:43.270 --> 00:44:45.059

Dr. Ritamarie Loscalzo: You know you're doing something right?

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00:44:45.720 --> 00:45:08.339

Dr. Ritamarie Loscalzo: So thank you all for all the work that you do. We're here to change lives right. We're here to save lives. There was somebody I'm going to have to meet with her. She signed up for the accelerate level. She I didn't talk to her. I talked to her on whatever it was. Friday, Thursday night when we had the reception. She had a heart attack at age 36.

385

00:45:09.160 --> 00:45:09.780

lisa fouladi: Well.

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00:45:09.780 --> 00:45:16.000

Dr. Ritamarie Loscalzo: Right. And when I talked to her about well, what are they doing? How are you doing? What she's not getting any guidance?

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00:45:16.390 --> 00:45:27.009

Dr. Ritamarie Loscalzo: She's not getting any guidance, so she needs help. She needs somebody to look at her and help her to get her body in balance, so that she's not at risk for another heart attack.

388

00:45:27.510 --> 00:45:46.240

Dr. Ritamarie Loscalzo: Those are the kind of things that we keep hearing. There's 2 people that I'm definitely assigning to you, Lisa. One of them. I already talked to her about it, but she she has emf sensitivity. She has so many food sensitivities. She's been doing a whole lot. She's not getting much results, and so I mean, she is still eating gluten.

389

00:45:46.240 --> 00:45:46.569

lisa fouladi: She has.

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00:45:47.100 --> 00:46:08.489

Dr. Ritamarie Loscalzo: She still has some things that she's doing in her diet, and Jennifer and I, when we were doing the food demo on Sunday, we said, look, here's the thing we believe in guidelines. We believe in giving you guidelines and personalize your guidelines. But here's 1 thing that we know from all the years that we've been doing this is that if you have an autoimmune disease

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00:46:08.670 --> 00:46:23.939

Dr. Ritamarie Loscalzo: you must get off a gluten. You must get off sugar. You must get off a dairy, at least temporarily, till we see what's going on, and you got to have get your gut healed and get stress under control, and if you don't get those things handled.

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00:46:24.050 --> 00:46:34.359

Dr. Ritamarie Loscalzo: regardless of what aip diet you're following, and regardless of what special supplement you're taking, that's autoimmune, whatever it is.

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00:46:34.520 --> 00:46:41.169

Dr. Ritamarie Loscalzo: Nothing's going to change. Remember that, guy we we worked with. He had the muscle. Weakness had an autoimmune from.

394

00:46:41.170 --> 00:46:41.790

lisa fouladi: Yeah, yeah.

395

00:46:41.790 --> 00:46:52.229

Dr. Ritamarie Loscalzo: And he was like, Yeah, I mostly don't eat gluten. And it made a difference when he did when he actually finally stopped it. So we just were like, pretty.

396

00:46:52.440 --> 00:47:03.550

Dr. Ritamarie Loscalzo: You got to find what's for you. But if you have an autoimmune disease which probably half the people in that audience did. These are some of the rules. They're rules. They're not guidelines for you. They're rules.

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00:47:03.910 --> 00:47:06.130

Dr. Ritamarie Loscalzo: So yeah, anyhow.

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00:47:06.610 --> 00:47:34.159

Dr. Ritamarie Loscalzo: But there's a couple of people that we're definitely assigning to you, because, yeah, one of them has been doing a lot of the right things and isn't getting results. And she is. There's just a few subtleties. The other one thinks she's doing all the right. You know, those people who think they're following a healthy diet, and they think they're doing all the right things, but they're flitting from, you know, one expert, one influencer whatever to another, and they're not having it. So we're definitely you get the tough ones, Lisa. Sorry.

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00:47:34.810 --> 00:47:35.115

Dr. Ritamarie Loscalzo: right?

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00:47:36.310 --> 00:47:36.740

lisa fouladi: Okay.

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00:47:37.340 --> 00:47:54.899

Dr. Ritamarie Loscalzo: Yeah, okay. So we hear from the interns. This has been this, your last call for this this erc season. And we haven't figured out what the internships are going to look like for next time, and Annette and I are going to meet sometime this week or next, and we'll work that out.

402

00:47:55.010 --> 00:48:11.340

Dr. Ritamarie Loscalzo: So let's hear from Barbara. I know you were hesitant to even do it because of your well, you wanted to do it, but you were kind of concerned because of your busy schedule. So how's it worked out for you? You know. What's your what's your biggest Aha! And takeaway from being an intern with us.

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00:48:14.470 --> 00:48:24.674

Barbara Bailey: I I just wish I could have participated more. I really I made mistake of actually taking on a couple of clients, and it's

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00:48:25.620 --> 00:48:26.260

Dr. Ritamarie Loscalzo: Good.

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00:48:26.260 --> 00:48:27.600

Barbara Bailey: It's been too much

406

00:48:28.084 --> 00:48:35.179

Barbara Bailey: in order to try to to do all the other things like like my just trying to finish the modules.

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00:48:35.340 --> 00:48:37.899

Barbara Bailey: The time I'm working on insert the

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00:48:38.520 --> 00:48:42.310

Barbara Bailey: client stuff is the time I should be doing my modules. So I'm

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00:48:42.540 --> 00:48:49.913

Barbara Bailey: backing off of the client stuff and just gonna stick with the 2. I'm already helping but

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00:48:51.990 --> 00:48:56.490

Barbara Bailey: I don't know. I I could have gotten more out of it, and I

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00:48:56.920 --> 00:49:00.079

Barbara Bailey: wish I had wish I had had the more time.

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00:49:01.540 --> 00:49:30.399

Dr. Ritamarie Loscalzo: Okay? Well, good. I'm glad to hear you did get something out of it. And the fact that you're getting clients is a good thing right, and that's how you learn. So when you take on clients and you're not able to do the module stuff. But you're learning, and you're going to go back to the modules to figure out things that you need to know, to work with the clients, and that's an ever

ending. Who has ever stopped researching every time. There's another client that has never right. It's always a learning opportunity that we're digging in.

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00:49:30.400 --> 00:49:58.610

Dr. Ritamarie Loscalzo: and you go back to some of the stuff you've learned. And oh, yeah, I forgot about that module on whatever I got to go back there and learn it, or you're digging into, you know, more detailed stuff. So it's a learning process. It's a never ending learning process. I'm always learning. And what I found is sometimes on the calls with people, and they'll say, what about something? Catherine's always notorious for coming up with something, Bizarro, and I'll go. Oh, let me look, and I'm looking on Chat Gpt. I'm looking on Medline, and I'm coming up with.

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00:49:58.610 --> 00:50:10.029

Dr. Ritamarie Loscalzo: And I'm like, I think this is a really, you know. And what about this? And what about that? Always learning. We're always going to be learning. So, you know, and the practical learning is probably more effective than the

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00:50:10.030 --> 00:50:31.159

Dr. Ritamarie Loscalzo: then the book learning, although you have to have the book learning in order to be able to be decent practical stuff. If you just have no idea what a mitochondria is, and how to support it. Then, you know, you can't help somebody who comes in and says I've been diagnosed with mitochondrial dysfunction which most of them have not been diagnosed. They've diagnosed themselves because they heard somebody speak on a summit and said, Oh, I must have that.

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00:50:31.190 --> 00:50:31.990

Dr. Ritamarie Loscalzo: Yeah.

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00:50:32.130 --> 00:50:55.270

Dr. Ritamarie Loscalzo: right. And here's the thing right like right now I find I've been doing this. This is my 33rd year of doing this, and with the Internet and all the summits and all this stuff. And you think people are getting more educated? They are, but they're also more confused, and they think they know more than they do, because they heard somebody. But then they heard somebody else, and then they're talking gibberish

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00:50:55.480 --> 00:51:25.010

Dr. Ritamarie Loscalzo: and telling you what their diagnoses are based on their interpretation, and we need to calm them down. And you know, get them down off the ledge and help them, like, you know, go through Valerie's superheroes process for calming down and shifting them out of sympathetic overload. But yeah, I want you out of sympathetic overload as well. So we all need to be out of sympathetic overload. It's hard to. We're all going to get in it, but you also have to know how to pull yourself back out. So thank you. I'm glad you did. I'm glad you were here.

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00:51:25.270 --> 00:51:28.059

Barbara Bailey: Yeah, thank you for the opportunity. I appreciate it.

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00:51:28.780 --> 00:51:29.550

Dr. Ritamarie Loscalzo: Rob.

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00:51:32.760 --> 00:51:37.869

Rob Vanderwal: Oh, yeah, I I actually have 3 things that I've taken away from this

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00:51:38.690 --> 00:51:57.200

Rob Vanderwal: the year. See? I guess one is. Yeah. I appreciate the chronometer. Education is from Lisa and Joe Young, too, because she I know they put together that report, I mean because I had a mental block. I had some kind of block resisting learning that.

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00:51:57.340 --> 00:52:00.260

Rob Vanderwal: And so I've gained a lot of knowledge from.

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00:52:00.804 --> 00:52:14.960

Rob Vanderwal: I've gotten through that block. The other thing I liked a lot was I do. I love lab testing, and I can never get enough of that. I I appreciate all those, the retreats, the the blood retreat and the genetic retreat that was just that was awesome.

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00:52:15.280 --> 00:52:19.940

Rob Vanderwal: And and the and the 3rd thing last thing is that

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00:52:20.750 --> 00:52:23.800

Rob Vanderwal: in the group coach meetings he's like

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00:52:23.960 --> 00:52:27.900

Rob Vanderwal: it is so scary to be a health coach, you know.

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00:52:28.700 --> 00:52:29.500

Dr. Ritamarie Loscalzo: More.

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00:52:29.500 --> 00:52:33.969

Rob Vanderwal: Every every, you know session that I participated in. It's like

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00:52:34.620 --> 00:52:41.839

Rob Vanderwal: the clients bring something like well, I had never heard of that. It's like, Oh, my God! It's just totally know. It's like, Oh, my God!

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00:52:42.100 --> 00:52:47.109

Rob Vanderwal: How am I going to be a good health coach? Yeah, I keep hearing new stuff, but

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00:52:47.290 --> 00:52:49.920

Rob Vanderwal: you know it's like you just can't learn enough.

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00:52:50.160 --> 00:52:53.180

Dr. Ritamarie Loscalzo: We never! It's never enough. We're always learning.

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00:52:53.770 --> 00:53:00.709

Rob Vanderwal: So, yeah, so those are the 3 big takeaways that I can. So I I appreciate being part of the program.

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00:53:01.170 --> 00:53:07.410

Dr. Ritamarie Loscalzo: Great. I'm glad to hear it. Abl takeaway abl. Always be learning

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00:53:07.700 --> 00:53:21.300

Dr. Ritamarie Loscalzo: right, and always be humble about what you know, because you don't know it all. None of us do. And when you hear somebody get up as that expert. And this is the way it is that's the person to run away from

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00:53:21.430 --> 00:53:25.070

Dr. Ritamarie Loscalzo: right because they're stating their opinion as if it's fact.

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00:53:25.540 --> 00:53:28.280

Dr. Ritamarie Loscalzo: and as if there's universal truth.

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00:53:28.510 --> 00:53:46.930

Dr. Ritamarie Loscalzo: And you see that a lot on social media. I don't know how much you guys look at social media, but these people that get up and they go. This is this is death in a bag, as they're, you know, holding up a bag of bagels. And then there was one that called somebody out, and then you looked in her shopping cart, and she had 3 bottles of wine in there.

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00:53:47.240 --> 00:54:08.949

Dr. Ritamarie Loscalzo: We want to talk about death in a bottle. We've already proven that the higher risk of death from all cause mortality from alcohol. But she's saying that these whole grain bagels were

death in a bag as she was drinking her wine. So you know what I'm saying, It's like, and people are seeing that. And then she went back and edited the video. So you didn't see the wine when somebody called her on it.

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00:54:09.410 --> 00:54:10.420

Dr. Ritamarie Loscalzo: So

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00:54:11.180 --> 00:54:35.590

Dr. Ritamarie Loscalzo: you know we have to. We have to always be keeping their best well-being at my heart, and if you don't know something and they come in ask you go. Wow! That's a really good question. I've heard that term, or for me, it's like, Oh, yeah, back in the dinosaur ages, when I was back in school. I remember that I remember that particular bug, or that particular disease. Let me go refresh myself on that

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00:54:35.810 --> 00:54:41.479

Dr. Ritamarie Loscalzo: right, and you can always refresh yourself on those things. You're never going to know it all, and if you pretend to know it all.

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00:54:41.680 --> 00:54:45.029

Dr. Ritamarie Loscalzo: then that's not good. Not serving anybody.

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00:54:45.280 --> 00:54:47.419

Dr. Ritamarie Loscalzo: Okay, great. Thank you, Rob.

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00:54:47.670 --> 00:54:48.910

Rob Vanderwal: And Joe, Young.

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00:54:50.030 --> 00:55:12.339

Xiaoyun Pan: Yeah, I just want to echo everything. Rob, and Barbara said. And just I mean for me, I feel sad to see. I came to the end of the internship, because I just learned so much, and I like everything. You know all the contents we get exposed to during the mentor during the internship, and

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00:55:12.370 --> 00:55:25.680

Xiaoyun Pan: you know all the like, the thyroid workshop, the herbal workshop from Jennifer, the brain one from Annette, and everything. You know what I learned from Lisa. Just

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00:55:25.860 --> 00:55:27.820

Xiaoyun Pan: so valuable.

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00:55:28.080 --> 00:55:31.709

lisa fouladi: I wish I could stay longer. Yeah. But anyway.

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00:55:31.930 --> 00:55:33.050

Dr. Ritamarie Loscalzo: Oh, okay, until the end.

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00:55:33.050 --> 00:55:37.990

Dr. Ritamarie Loscalzo: So that might be arranged. We well, I want to hear from the 3 of you

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00:55:38.010 --> 00:56:04.970

Dr. Ritamarie Loscalzo: like what was like moving forward, because we're not going to have the small groups anymore. And we want to try to do it in chunk shorter chunks like a 4 month or 6 month chunk of internship. So we can rotate more people through. What are there any particular things? Well, let's say, are there any particular things would have been helpful to have that we didn't have. And what are the things that you feel like are the most valuable things that we can keep. I'm going to start with you.

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00:56:07.341 --> 00:56:19.088

Xiaoyun Pan: I mean for me, I definitely really value the the retreat. I think that's the one I learned the most, and also work with the coach like at the one-to-one

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00:56:19.830 --> 00:56:43.220

Xiaoyun Pan: base. You know, when I have, when I need to give some kind of a support to Lisa in terms of either provide the chronometer report or any other assignment from the coach directly, and that is the opportunity for me to learn from the coach, and the same time kind of get a little bit behind to see how the coach works with the client, so that really helpful.

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00:56:43.490 --> 00:56:52.240

Dr. Ritamarie Loscalzo: Okay, great. That's good to hear. Keep track of these things in it when we talk next week. And we outline what's going to be, Barbara. What about you? What would you say.

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00:56:56.275 --> 00:57:02.234

Barbara Bailey: I had. I mean, I I did a lot of the the chronometer reports.

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00:57:02.830 --> 00:57:05.140

Barbara Bailey: I thought, maybe, and I

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00:57:05.780 --> 00:57:20.816

Barbara Bailey: I'm not good at asking, and I probably should have said, what else could I do for you? But I thought that maybe we would get to work more one on one with some of the coaches, and get that kind of behind the scenes feel. And

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00:57:21.250 --> 00:57:24.389

Barbara Bailey: I mean other than like attending a coach on call.

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00:57:27.030 --> 00:57:32.190

Barbara Bailey: You know that it didn't happen, and maybe it was partially my fault, for not

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00:57:34.210 --> 00:57:38.690

Barbara Bailey: not directly contacting coaches and saying, what else can I do

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00:57:39.050 --> 00:57:42.980

Barbara Bailey: as an intern to help more, because I felt like.

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00:57:42.980 --> 00:57:45.490

Dr. Ritamarie Loscalzo: Well, that's next I want to hear.

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00:57:45.490 --> 00:57:46.420

Barbara Bailey: There wasn't more to do.

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00:57:46.420 --> 00:57:47.040

Dr. Ritamarie Loscalzo: Like, what?

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00:57:47.870 --> 00:58:00.159

Dr. Ritamarie Loscalzo: What would you need more of? Okay. So one of the things that I find helpful for me is having some of the things put into reports like, when I get back as a lab.

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00:58:00.160 --> 00:58:19.079

Dr. Ritamarie Loscalzo: And yeah, we if it's a blood lab, we put it into chronometer. I mean, not chronometer odx, but some of the others. We created some tracking sheets. It's like having the help and the support for doing that or filling in some things. So I'm going to think about for me. What would I? What kind of things could a coach help an intern help me with

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00:58:19.080 --> 00:58:36.559

Dr. Ritamarie Loscalzo: that would help them learning a lot, and from the others from, you know, Isabel, Valerie, Lisa, Annette, what what other things, Jen? What else other things would you think that you could use help with as you're working with people in order to

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00:58:36.730 --> 00:58:38.160

Dr. Ritamarie Loscalzo: facilitate. Yeah.

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00:58:38.160 --> 00:58:46.521

Annette Falconett: I'd like to bring up every intern. Had the opportunity to attend a getting to know you call those were posted.

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00:58:47.000 --> 00:59:10.010

Annette Falconett: I believe, Zhao, you didn't even do it. But of the other 3 interns I believe, only Rob did one, and that did give you the opportunity to work with a coach and see more behind the scenes. So those were not taken advantage of this year, and I understand there's a lot of last minute that happens with that they're posted in chat.

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00:59:10.860 --> 00:59:11.670

Annette Falconett: So yeah.

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00:59:11.670 --> 00:59:14.029

Dr. Ritamarie Loscalzo: And the timing could be just timing doesn't.

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00:59:14.030 --> 00:59:15.040

Annette Falconett: So those were not.

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00:59:15.040 --> 00:59:15.650

Dr. Ritamarie Loscalzo: And so.

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00:59:15.830 --> 00:59:20.419

Annette Falconett: Yeah. One. Not that many clients are agreeable to them.

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00:59:20.790 --> 00:59:24.620

Annette Falconett: and 2 they were not taking advantage of so.

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00:59:25.040 --> 00:59:27.720

Dr. Ritamarie Loscalzo: Okay, yeah, yeah.

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00:59:28.080 --> 00:59:34.380

Isabelle Yang -: And I think the for the return clients to getting to know you is gonna be very different from people that are new.

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00:59:34.380 --> 00:59:58.979

Dr. Ritamarie Loscalzo: Yeah, yeah, it's more just like, okay, what's up. And and the form that we have them fill out is like, what's changed over the last year, so that we make sure that we don't miss anything like care like Sharon saying I broke my hip and had to have surgery. You know those kinds of things are things we need to know, especially if they're not going back with the same coach. But just definitely, that's the stuff I want to see when I, you know, kind of go that way.

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00:59:59.140 --> 01:00:06.360

Dr. Ritamarie Loscalzo: Great rob anything from your perspective like you would have liked to see more of.

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01:00:07.820 --> 01:00:08.530

Rob Vanderwal: I.

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01:00:09.010 --> 01:00:17.870

Rob Vanderwal: Yeah, there's there's 1 thing, and it's kind of more meaningful to me. I may have mentioned it to probably Lisa, maybe, is that

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01:00:18.000 --> 01:00:24.049

Rob Vanderwal: I I want to know how to be. I want to know how to analyze people's macronutrients.

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01:00:24.930 --> 01:00:26.610

Rob Vanderwal: you know. How do I?

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01:00:27.360 --> 01:00:28.960

Rob Vanderwal: You know how?

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01:00:29.420 --> 01:00:34.150

Rob Vanderwal: Because everybody's so different. I just, I want to know more about nutrition.

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01:00:34.650 --> 01:00:37.519

Rob Vanderwal: And you know, what do I tell?

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01:00:37.700 --> 01:00:40.380

Rob Vanderwal: What do I tell clients what they

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01:00:40.380 --> 01:00:46.159

Rob Vanderwal: in terms of Mac, you mean, are you thinking fats and proteins mainly carbohydrate weight?

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01:00:46.160 --> 01:00:47.700

Rob Vanderwal: Exactly whatever. Yeah.

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01:00:48.031 --> 01:00:52.008

Dr. Ritamarie Loscalzo: There is a if you go on the the site where the

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01:00:52.470 --> 01:01:05.599

Dr. Ritamarie Loscalzo: the audio site from the event. Last weekend there's a video of me doing a pro a class on protein. And then there's some protein downloads, and then there's in. There is a slide

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01:01:05.600 --> 01:01:30.490

Dr. Ritamarie Loscalzo: that is like, how can you help people to determine how much protein they need? Because a lot of people are told to take way too much. And there was a recent video. I haven't had a chance to watch the whole thing but that Walter Longo interview, and he was talking about the dangers of too much protein and people being told to take 150 to 200 grams of protein a day, and what some of the dangers are, and he's talking about that in his research. But there's ways to calculate it. And I have

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01:01:30.490 --> 01:01:50.740

Dr. Ritamarie Loscalzo: that, like, you know, like for a person who's in their sixties and has risk of osteoporosis and whatnot you know. How much do they need? They don't like 0 point 8 grams per kilogram of body weight is not enough for that person. Maybe 1.6 might be better. Somebody who's lifting weights might need more. So I have that all in there. That's a good way for you to learn some of that.

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01:01:50.740 --> 01:02:12.625

Dr. Ritamarie Loscalzo: and it's going to be very right. You're going to try some things with them, and they're still showing low protein on their labs, and they're still showing that their muscles are wimpy. In fact, in spite of the fact that they're, you know, lifting. Then, you know, it could be protein, but it could also be protein absorption. Right? As a coach. We have to look at that. It's not just how much you're eating. It's how much you're absorbing, and it could also be

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01:02:13.850 --> 01:02:31.259

Dr. Ritamarie Loscalzo: It could also be some other hormonal imbalances that are not allowing them to utilize their protein. Well, so there's no easy answers to any of those questions. It's a matter of like you said, personalizing it for each person. But that that presentation I did a lot of good good stuff on how to do that.

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01:02:31.760 --> 01:02:32.510

Dr. Ritamarie Loscalzo: Yeah.

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01:02:32.980 --> 01:02:33.720

Rob Vanderwal: Okay.

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01:02:33.990 --> 01:02:58.319

Dr. Ritamarie Loscalzo: Yeah, one of the things I'm going to try to do for both sites for the unstoppable health community site, and the also for the Nept is to pull out a lot of these webinars that I do, you know, because I try to stay current. And it's not always stuff that's in the membership site already, and we try to pull some of those, and, you know, take off the fluff out of them and put in, you know. Just put them up so that people have more

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01:02:58.320 --> 01:03:06.310

Dr. Ritamarie Loscalzo: access to that, because there's always something new. And you know I do. Webinars like usually once a month or twice a month sometimes just to keep up with that. Yeah.

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01:03:06.310 --> 01:03:06.800

Rob Vanderwal: Yeah.

504

01:03:06.940 --> 01:03:10.840

Dr. Ritamarie Loscalzo: So come to all my webinars and or watch the replays.

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01:03:12.800 --> 01:03:17.170

Dr. Ritamarie Loscalzo: And what would you find more helpful, Lisa, for that interns could do.

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01:03:18.880 --> 01:03:23.308

lisa fouladi: I'd like that. They continue with the chronometer support.

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01:03:24.460 --> 01:03:34.399

lisa fouladi: I I had interns on lab review calls previously, because I don't have them on the getting to know you calls because it's just.

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01:03:34.880 --> 01:03:35.990

Dr. Ritamarie Loscalzo: To, yeah.

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01:03:35.990 --> 01:03:45.150

lisa fouladi: Yeah, just just too personal. But that didn't go so well. I mean, the clients agreed to it, but they afterwards the feedback was they weren't so happy

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01:03:45.320 --> 01:03:56.910

lisa fouladi: about it. I guess it's introducing a 3rd person in. You know. It just kind of breaks up the atmosphere. It's different when it's a group call and an extra person comes in. But when it's a 1 on one kind of relationship.

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01:03:57.170 --> 01:04:17.652

lisa fouladi: but I mean, I guess the if the interns want more experience with labs. I could give them a lab from a client, and then they could interpret it. And you know something like that. I don't know I do all my own kind of reports and things, so I wouldn't find it helpful that way. But

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01:04:18.830 --> 01:04:29.428

lisa fouladi: But for sure the chronometer stuff and helping develop meal plans is very helpful. I think it's good practice and experience, you know.

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01:04:30.350 --> 01:04:31.900

lisa fouladi: yeah, or people.

514

01:04:32.330 --> 01:04:39.156

Dr. Ritamarie Loscalzo: I wonder you said, you know, having I? I get it with the 3rd person on the call. I didn't allow anybody in mind but

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01:04:40.390 --> 01:04:46.670

Dr. Ritamarie Loscalzo: What about recordings like sharing a recording with

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01:04:47.110 --> 01:04:57.139

Dr. Ritamarie Loscalzo: and with an intern to be able to go through and learn from. How does Lisa conduct a blood chemistry call, I mean, if you have somebody who's willing to allow you to.

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01:04:57.140 --> 01:05:03.099

Annette Falconett: Yeah, cause we talked about that before. And then we discussed we would need permission, because it's because of hipaa.

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01:05:03.100 --> 01:05:05.630

Dr. Ritamarie Loscalzo: Yeah, yeah, commission.

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01:05:06.400 --> 01:05:25.880

lisa fouladi: I think they just need practice by doing so. Barbara, you have client clients that's great and you know. I mean, that's the best way is to learn by doing, you know, having clients starting to support and rob. You just start with helping people with their diets. You know, you've got to look at their present diet.

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01:05:25.880 --> 01:05:36.610

lisa fouladi: and how you would improve it. I mean, that's the where you need to start. You know you're not creating. You're not creating the wheel right? You're not recreating the wheel. You're just looking at how they're eating, and then

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01:05:36.740 --> 01:05:39.949

lisa fouladi: and you know how many meals they're having and

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01:05:40.290 --> 01:05:55.300

lisa fouladi: and looking at the whole lifestyle, doing that, learning to do that evaluation, and that will give you the clues. As to where you need to go next tomorrow. There's a Lab Review call which I am hosting.

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01:05:55.890 --> 01:05:58.830

Dr. Ritamarie Loscalzo: Row? Any? PT, 1, yeah, yeah.

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01:05:58.830 --> 01:06:04.070

lisa fouladi: Yeah. And you might come to that and give me any suggestions and but

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01:06:04.180 --> 01:06:09.370

lisa fouladi: evaluations, evaluation, evaluating and assessing. That's what we really do.

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01:06:09.820 --> 01:06:17.239

lisa fouladi: and learning how to do that, whether it's the diet, the lifestyle, everything the labs.

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01:06:17.240 --> 01:06:29.570

Dr. Ritamarie Loscalzo: And you only really learn labs when you've done dozens and hundreds of them. So you learn a little. Learn a little bit more each time. And you just it's digging in and doing it and figuring it out

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01:06:30.370 --> 01:06:56.310

Dr. Ritamarie Loscalzo: and understanding, making sure you really do understand the biochemical processes right? And if you know, if you really, I would recommend everybody, go back and redo the lessons, the the modules in the blood chemistry, and just pick one test and redo that redo, that redo that. And then, you know, there's samples even there, and I'm hoping to be able to expand on that sample library. But there's samples there, and

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01:06:56.611 --> 01:07:01.129

Dr. Ritamarie Loscalzo: I would say, doing that and getting your family members to give you their labs.

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01:07:01.130 --> 01:07:01.590

lisa fouladi: Yeah.

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01:07:01.590 --> 01:07:08.880

Dr. Ritamarie Loscalzo: If they don't want to hear you, they don't want to hear anything about you, but at least you go through it and go through the steps of this is what I'm finding is out of bounds.

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01:07:09.960 --> 01:07:10.720

lisa fouladi: Yeah.

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01:07:11.040 --> 01:07:24.920

lisa fouladi: yeah, and come to the come to the case. Study calls once a month. Bring cases, you know, and start working on them there. As well. I it's just learning by doing. It's what I think. So yeah.

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01:07:25.870 --> 01:07:44.859

Dr. Ritamarie Loscalzo: Absolutely. Absolutely. Hi, Tanya, you're at the tail end here. But we were just discussing, you know, from an internship perspective. We'll give you a chance to share. How has this been, and what have you learned like? What's a big Aha takeaway that you've had this year? That's helped you in your practice?

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01:07:46.500 --> 01:08:12.269

Tonya Octave: I would say the nutrition part in terms of putting things together in a chart form with what someone is eating on a daily basis and kind of creating a handout to go over in terms of descriptions where they can maybe make some changes, because I've just used it in my practice with my clients

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01:08:12.270 --> 01:08:16.799

Tonya Octave: in general. So I would say, that's probably been the biggest learning curve

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01:08:16.810 --> 01:08:32.239

Tonya Octave: right now. We're doing the thyroid, and I took all the thyroid classes. But I'm learning even more just listening in in terms of the current recordings for the class, for the thyroid. Now, so even stuff like that, I found helpful.

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01:08:32.590 --> 01:08:33.189

Dr. Ritamarie Loscalzo: Great.

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01:08:33.479 --> 01:08:33.899

Tonya Octave: Great.

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01:08:33.899 --> 01:08:44.899

Dr. Ritamarie Loscalzo: And if you had to say, you know, were there things we could have added to this, or could add to it in the future that would have made the internship a more valuable experience for you.

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01:08:49.060 --> 01:08:53.950

Tonya Octave: I think for me the the part that was difficult is really not knowing

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01:08:55.569 --> 01:09:25.070

Tonya Octave: all the acronyms. So I felt like I was more of a newbie coming into it. And so, and and having not going through like a full program like a Erc program before. So sometimes like the language. So maybe if there's like a pre-training in terms of expectations like what the interns are expected to do, and what level of education or knowledge should they have

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01:09:25.069 --> 01:09:26.800

Tonya Octave: coming into it.

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01:09:28.700 --> 01:09:29.929

Dr. Ritamarie Loscalzo: Great. Thank you.

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01:09:31.029 --> 01:09:54.269

Dr. Ritamarie Loscalzo: Well, any last input here and observations. And I would like to say that I really appreciate everything all of you have done. And I look forward to continuing to serve people we missed at the beginning, but everybody, except for one person who's probably going to sign up in July, has renewed, which is.

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01:09:54.359 --> 01:10:19.229

Dr. Ritamarie Loscalzo: you know, it's an amazing. It's an amazing statistic. And then we have 12 new people who are coming in as well. So it's exciting. You know, it's exciting to see that. And Scott always said, Well, isn't that like if people are coming back? Doesn't that mean that they haven't gotten results? And they're coming back. And why should they need to come back? They just paid a ton of money, and they're now, I mean no, I mean, you're like, I said. Think about you. You've lived with me for the last

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01:10:19.359 --> 01:10:43.119

Dr. Ritamarie Loscalzo: 40 years, and there's still stuff you don't do right. There's still stuff that you're learning. And you're learning. And you're learning. And this is the same with people. And they love the community. And there's always new stuff that they're learning. And they need the support to continue to put it into practice because life is pitted against us. Right? It's it's a losing battle. If you're out there trying to deal with what's out there.

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01:10:43.119 --> 01:10:56.129

Dr. Ritamarie Loscalzo: I mentioned that at part of the event this weekend is like they're they're printed against you like the food companies, the drug companies. Everybody's there. It's not. It's an unwinnable game

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01:10:56.129 --> 01:11:09.769

Dr. Ritamarie Loscalzo: unless you have support. It really is. It's an unwinnable game unless you have support, and that's why they keep coming back because they're getting the support, and they're fine tuning their health, and nobody comes in and says, Tell me all the things I need to do for my health. I'm going to do them tomorrow, and it's done.

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01:11:10.289 --> 01:11:24.474

Dr. Ritamarie Loscalzo: It doesn't work that way like it doesn't work that way. It's an ever evolving practice. So so thank you all for all that you've done. And, Lisa Annette, I haven't heard much from you. Tell me you know more about you about what your

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01:11:25.419 --> 01:11:33.549

Dr. Ritamarie Loscalzo: what your visions are for the future of the internship program and for the coaching. Is there anything you want to impart about.

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01:11:33.700 --> 01:11:41.100

Annette Falconett: I mean, obviously, if if we're going to keep the internship, we need to make it valuable to everybody.

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01:11:42.564 --> 01:11:46.116

Annette Falconett: we need, there needs to be open communication.

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01:11:46.800 --> 01:11:54.650

Annette Falconett: and you know, and that's the coaches asking and the interns responding within the 48 h period

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01:11:54.770 --> 01:12:00.889

Annette Falconett: that that we've asked for, because you do miss a lot if you're not following chat.

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01:12:02.510 --> 01:12:06.640

Annette Falconett: But I think there's there's definitely some things we can tweak.

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01:12:07.120 --> 01:12:10.530

Annette Falconett: and I do have some ideas. When we when we talk.

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01:12:11.050 --> 01:12:12.360

Dr. Ritamarie Loscalzo: Yeah. Great.

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01:12:13.300 --> 01:12:18.890

Annette Falconett: You know, like we had the requirement for the getting to know you calls. And I think we need to drop that really.

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01:12:19.460 --> 01:12:20.760

Annette Falconett: because it's just.

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01:12:20.760 --> 01:12:26.740

Dr. Ritamarie Loscalzo: Yeah, if it's a hard thing for clients to agree to, it's not going to be something that we could do. Yeah.

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01:12:28.020 --> 01:12:38.119

Annette Falconett: It's unfortunate, because it's it's a great place to learn, especially since, you know. Then the intern would go right up their own plan and then present it to the coach, and they would have a conversation. So it's

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01:12:38.710 --> 01:12:43.059

Annette Falconett: it would have been a great learning, you know, exercise, but.

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01:12:43.630 --> 01:12:44.700

Dr. Ritamarie Loscalzo: Mintable.

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01:12:44.750 --> 01:12:50.010

Annette Falconett: The only you know it could be something where, like, you know, you and I stage that one.

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01:12:51.290 --> 01:12:54.329

Dr. Ritamarie Loscalzo: Oh, right, you bet, didn't we? Yeah.

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01:12:54.860 --> 01:13:01.249

Annette Falconett: And you know you could do something like that. But you know it's not quite the same. So.

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01:13:01.830 --> 01:13:27.310

Dr. Ritamarie Loscalzo: It's not. It's not. Only think of that. Let me give some thought to that, and how we can get that same experience because people ask about. You know. What's what's that? What's a call like that 1st call with somebody, and there is guidelines for the structure. But it's always very much. It's very much informed by the answers, like what's going on with this person and the interaction, and the connection, and how you have to draw people out

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01:13:27.310 --> 01:13:49.700

Dr. Ritamarie Loscalzo: and with labs. Similarly, it's not like this. You just do this, and you just do this, and there's interaction that informs you of what your next question might be right. You're not going to just have this list. Okay, let me ask you this. Next, let me ask you this next. It's very stiff right? No, it's like, Oh, tell me more about that. Oh, that's interesting. Do you think that's related to this? And you know there's just

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01:13:49.970 --> 01:13:59.890

Dr. Ritamarie Loscalzo: it's a very organic kind of approach that we take when we've had a lot of experience doing it. So thank you. And, Lisa, what would you like to add.

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01:14:02.220 --> 01:14:05.850

lisa fouladi: Well, I mean, I'm I'm just wondering

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01:14:06.210 --> 01:14:18.720

lisa fouladi: how you're going to do. If you say you're not going to do workshops anymore or retreats anymore. How are you going to get this rolling enrollments? I guess that's my question from.

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01:14:18.720 --> 01:14:19.230

Dr. Ritamarie Loscalzo: Come on!

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01:14:19.230 --> 01:14:19.860

lisa fouladi: Oh!

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01:14:19.860 --> 01:14:20.279

Dr. Ritamarie Loscalzo: What do you mean?

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01:14:20.280 --> 01:14:26.440

lisa fouladi: I mean, you said that this work you probably were not gonna do another workshop.

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01:14:26.440 --> 01:14:41.360

Dr. Ritamarie Loscalzo: We'll do something like this. But we're not. Gonna do we do it once a year we'll continue to do it once, but my plan is to do smaller things like we'll do in a 1 day. Workshop on, you know. How do you handle the genetics related to fatigue? And you know who wants to come.

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01:14:41.360 --> 01:14:41.890

lisa fouladi: But.

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01:14:41.890 --> 01:15:06.720

Dr. Ritamarie Loscalzo: Make offers shorter, shorter enrollment. What do you call it? Webinars that then we will make an offer for, hey? If anybody wants to know how we can help you further with this. These are the options. Let's get on a call and talk about it. So there, definitely, yeah, definitely stuff like that. And then more like Youtube videos and things like that that lead people into strategy calls and things like that. So I don't have it all.

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01:15:06.720 --> 01:15:07.270

lisa fouladi: Okay. Okay.

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01:15:07.270 --> 01:15:24.372

Dr. Ritamarie Loscalzo: Mapped out. But definitely so it's the big influx is the once a year we'll still have a big influx once a year. That's but in between we can still add more people, and we don't know if it's going to be more. And it could be that people just say, Hey, I need help, and this happens all the time, and instead of signing them up for one of these little

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01:15:24.850 --> 01:15:32.460

Dr. Ritamarie Loscalzo: help, you know one-on-one coaching packages. We're signing them up, for you're part of the membership, and here's your options right to get.

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01:15:33.980 --> 01:15:40.979

lisa fouladi: Okay, and you'll continue to offer like lab analysis calls. Dutch calls things like that. I mean.

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01:15:40.980 --> 01:16:07.359

Dr. Ritamarie Loscalzo: Oh, yeah, yeah, in fact, I'd like to. I'd like to be able to offer those twice a year. And I want to talk to you about that. You know. How are you taking some of them? I taking some of them, and so that practically every month there's 1 of those calls being happening that people can come. The thing the thing I want to do differently about it is, if you want to come to that call you. There's 2 ways you can come as an observer or as a participant, as a participant. In order to sign up. You have to upload your labs

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01:16:07.580 --> 01:16:16.930

Dr. Ritamarie Loscalzo: before you know. So you could say, I want to do this, but you have to have your labs uploaded. Otherwise you're not a participant, because what I found very frustrating is I'd get on, and they'd be like, Oh.

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01:16:17.240 --> 01:16:40.079

Dr. Ritamarie Loscalzo: want to do it! But I and it's in my organic, and it's there. But I don't know. And oh, man, you know. But they if they sign up and say, I want to do, or I just want to come and observe, there's a lot of those folks that just want to come and observe so that they can learn. And there's people that come and observe all the time. But I want to know that in advance, so they'll have to sign up for them, and they'll pick pick when they want to do it. Yeah.

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01:16:40.610 --> 01:16:41.410

lisa fouladi: Okay.

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01:16:41.410 --> 01:17:09.509

Dr. Ritamarie Loscalzo: Yeah, definitely, I definitely want to keep doing those and the nutrigenomics. I'm thinking that I need to update the there's content out there. And I need to update a lot of that. So I may do a couple of live sessions to get some of that updated. And also, I'm thinking I might do some workshops on, you know. Come and learn about the genetics of digestion, and take people through. And if you have a lab, if you have your genetics with you. I'm going to take you through. Here's how you find it. And here's how you know you may have

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01:17:09.510 --> 01:17:37.980

Dr. Ritamarie Loscalzo: problems that you have to really pay attention to your microbiome, or take more probiotics or whatever. So I've got a lot of ideas in my head. I keep having to shove them away because I was getting ready for this weekend. And I'm like, just focus on the weekend. Just focus on the weekend. Don't focus on the future. But there's a lot of those kinds of things, and those kind of things can be public offerings. So I can offer a public offering on. We're having a 6 h workshop on a Saturday. For how do you understand the genetics

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01:17:37.980 --> 01:17:48.550

Dr. Ritamarie Loscalzo: of your digestion? Do you have problems, or whatever the topic or topics might be that we can do a deep dive, and those people could go. Oh, I really want to know more about this.

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01:17:48.800 --> 01:17:51.919

Dr. Ritamarie Loscalzo: and then sign up to be in our coaching circle.

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01:17:51.920 --> 01:18:02.270

lisa fouladi: Okay, well, that makes sense, because I couldn't see how how you know. So you will still have a 1, a yearly intake kind of thing, and then in between, you'll have other.

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01:18:02.690 --> 01:18:12.062

Dr. Ritamarie Loscalzo: Yeah, we're gonna see. We're gonna wait and see how it goes offering the new structure on the membership. It's gonna take us a little a few weeks to get that all set up. But,

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01:18:12.600 --> 01:18:28.649

Dr. Ritamarie Loscalzo: See how it goes. See how this you know. 32 people is a fair is a good number. How many people could we add to that? And then have we could have in every 3 months or 4 months? Say, we're we're opening up this many seats right now.

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01:18:29.670 --> 01:18:35.660

Dr. Ritamarie Loscalzo: right and then make it like a oh, I want to get one of those 6 seats that are opening up right now.

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01:18:36.020 --> 01:19:04.279

Dr. Ritamarie Loscalzo: and that's how I find that when I offer the like, we're calling it transcend now, but the gold plus level, it always fills up within a couple of hours, because they say, Well, we only take this many people. And there's this, many seats left. And everybody's like, Okay, I want one of those. So we create that urgency of of getting in, you know, and still have. Bring in you guys to show off and show them what we can offer, and you know why it's different. You did. Your presentation was great talking about how what we do.

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01:19:04.280 --> 01:19:04.600

lisa fouladi: That's.

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01:19:05.340 --> 01:19:07.609

Dr. Ritamarie Loscalzo: You know, than than just.

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01:19:07.880 --> 01:19:13.410

Dr. Ritamarie Loscalzo: Here's your gut test. Here's your probiotics. Here's your glutamine got right.

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01:19:13.410 --> 01:19:14.150

lisa fouladi: Yeah.

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01:19:14.430 --> 01:19:14.950

Dr. Ritamarie Loscalzo: Alright! Everybody!

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01:19:14.950 --> 01:19:15.670

lisa fouladi: Yeah.

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01:19:15.670 --> 01:19:16.330

Dr. Ritamarie Loscalzo: I mean.

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01:19:16.330 --> 01:19:23.000

lisa fouladi: Didn't, re, I didn't realize I was doing soft selling. I was trying to get people to to look at themselves and say, You know.

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01:19:23.000 --> 01:19:38.879

Dr. Ritamarie Loscalzo: It was great you did. It's and soft selling is a great way to do it right, because they don't feel sold to. But I'm like, Oh, she's selling holy cow. This is awesome. Jennifer and I were talking about that afterwards. Like, Did you notice that? She said, Yeah, I did.

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01:19:39.100 --> 01:19:41.509

Dr. Ritamarie Loscalzo: Yeah, it was good. It's very good.

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01:19:41.870 --> 01:19:44.100

Dr. Ritamarie Loscalzo: all right. Anything else. Before we.

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01:19:45.668 --> 01:20:02.690

Xiaoyun Pan: Can I ask a quick question? And yeah, since you know, for the graduates, since we don't have we no longer have access to the unstoppable house website. And so we can sign in as a, you have this contents, only membership, right?

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01:20:02.690 --> 01:20:11.169

Dr. Ritamarie Loscalzo: We're gonna offer that. And I, you know, once I get set up, I'm gonna offer that as a hey. Here's how you do this, and you'll get a deal on it. So yeah.

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01:20:11.170 --> 01:20:15.470

Xiaoyun Pan: Okay, when when do you expect it to have it available?

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01:20:16.150 --> 01:20:26.270

Dr. Ritamarie Loscalzo: I don't know. I mean, sign up now, if you want. It's like \$97 a month for the content. Only if you that's what you want. Yeah, we know that already.

612

01:20:26.850 --> 01:20:29.620

Xiaoyun Pan: Oh, where I have that. Okay. I didn't know the

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01:20:29.620 --> 01:20:32.899

Xiaoyun Pan: set up and we can. I can send you. I'll I'll text you the link to sign up.

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01:20:32.900 --> 01:20:34.240

Xiaoyun Pan: Okay, okay.

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01:20:34.240 --> 01:20:37.329

Isabelle Yang -: What about the alumni? Right? There is alumni group.

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01:20:37.330 --> 01:20:41.570

Xiaoyun Pan: Yeah. Alumni group only have access to the concourse. Count.

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01:20:41.570 --> 01:20:45.510

Isabelle Yang -: Okay, not the answer of a house. Yes, yeah.

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01:20:45.510 --> 01:20:48.740

Isabelle Yang -: Was on a coaching call. And then I need to.

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01:20:48.740 --> 01:20:49.120

Xiaoyun Pan: Right.

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01:20:49.120 --> 01:20:51.159

Isabelle Yang -: Something, I said. Can you look that up? She's like.

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01:20:51.160 --> 01:20:55.139

Xiaoyun Pan: Sorry I can't. I no longer have access.

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01:20:55.530 --> 01:20:58.120

Dr. Ritamarie Loscalzo: Oh, I didn't know. They took it away that quickly.

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01:20:58.510 --> 01:21:03.800

Xiaoyun Pan: Yeah. Right after the the meeting, the exit. Interview.

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01:21:04.330 --> 01:21:06.460

Dr. Ritamarie Loscalzo: Wow, yeah, bye.

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01:21:06.460 --> 01:21:06.970

Annette Falconett: So you.

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01:21:06.970 --> 01:21:09.569

Dr. Ritamarie Loscalzo: Everybody still has access to all of everything.

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01:21:09.570 --> 01:21:14.060

Annette Falconett: She must have timed out. That's the only because, normally

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01:21:15.240 --> 01:21:23.090

Annette Falconett: like you sign up. You get 2 and a half years, so I have to wonder if you were past that 2 and a half years, which is why it ended so abruptly.

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01:21:24.320 --> 01:21:34.280

Xiaoyun Pan: Oh, I didn't know, because that happened right after I had the exit interview. So I thought, Okay, that's probably the. But I still have access to the course.

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01:21:35.890 --> 01:21:40.829

Annette Falconett: Gotta ask her now, cause I know Michelle Hernandez finished. What within the 1st year.

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01:21:40.830 --> 01:21:42.339

Xiaoyun Pan: Oh, she still have it!

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01:21:42.440 --> 01:21:44.770

Annette Falconett: Access to things, because still.

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01:21:44.770 --> 01:21:45.619

Xiaoyun Pan: I see.

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01:21:46.030 --> 01:21:49.659

Annette Falconett: Cause. She's still in what she she enrolled in what she listed in.

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01:21:49.660 --> 01:21:51.130

Dr. Ritamarie Loscalzo: Yeah, yeah.

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01:21:51.130 --> 01:21:53.160

Xiaoyun Pan: Okay, yeah, that's I. I don't know.

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01:21:53.160 --> 01:21:53.840

Xiaoyun Pan: Oh, yeah, awesome.

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01:21:53.840 --> 01:22:21.240

Dr. Ritamarie Loscalzo: We're going to work all this out. So for any Pt, we are moving it to a new site. It's all set up. We just have to test it and do it. But we're moving to a new site that's going to give us more flexibility and easier way to modularize. So if somebody says, I want to just take the nutrigenomics, or I want to just take the blood chemistry that we can. That's what's going on down the future. And we also gonna look at membership like, okay, once you're

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01:22:21.240 --> 01:22:30.490

Dr. Ritamarie Loscalzo: membership ends, you get, you know, you guys are all grandfathered into lifetime access to the content, just because that's what you signed up for. But

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01:22:30.730 --> 01:22:57.829

Dr. Ritamarie Loscalzo: everybody else moving forward, we need to have some kind of continuity right to make it so that we have some income after. I mean, that's you got to think about those practical things right? It's like, you know, people sign up and some people signed up ages ago, and paid pretty little amount for being in the thing, and they have access to it forever, and edits and changes, and part of what we're adding, now going forward

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01:22:57.830 --> 01:23:04.269

Dr. Ritamarie Loscalzo: is you'll have access to what you have access to. But if I add on a new course and you're graduated.

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01:23:04.270 --> 01:23:33.609

Dr. Ritamarie Loscalzo: you won't get access to everything new, you'll get access to updates to the current stuff, but then you'll get access to anything new we want. We'll give you a you know, either it'll be a membership, or you just pay a certain amount per month, and you get, you know, some a bunch of stuff rolled into it, or you get to pay, you know, an alumni fee for the additional content. That's less than what we would charge the public. So we're trying to work all this out, I mean, if it was up to me I would be bankrupt by now, because I just like

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01:23:33.610 --> 01:23:37.969

Dr. Ritamarie Loscalzo: Nanette's always yelling at me. You gotta charge more for that. No, you gotta charge for that.

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01:23:38.070 --> 01:23:52.459

Dr. Ritamarie Loscalzo: you know. Because I yeah, I have. I have a lot of expenses right? So I do have to charge for things. So we're trying to figure out ways to, you know. Keep it going, and make it really make it really worthwhile for all of you to have access. But

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01:23:53.040 --> 01:23:59.610

Dr. Ritamarie Loscalzo: the membership makes sense as well for access to the calls after people climb out, you know, if they don't certify. So

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01:23:59.610 --> 01:24:01.679

Dr. Ritamarie Loscalzo: we're gonna get that set up. Yeah.

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01:24:02.090 --> 01:24:07.265

lisa fouladi: Yeah, that makes a lot of sense. Because they wanna go to the call. So that's

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01:24:07.620 --> 01:24:11.660

Dr. Ritamarie Loscalzo: Exactly, and we don't have that right now. So we want to do that, Rob.

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01:24:12.630 --> 01:24:16.179

Rob Vanderwal: Yeah, I just had a quick question while Valerie was here.

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01:24:16.660 --> 01:24:32.429

Rob Vanderwal: You know, I watched her presentation, and and what came to mind was she must be doing mind mapping, because I mean, that's a technique for remembering things. So I just wanted to ask you, Valerie, were you using mind mapping to create that presentation.

651

01:24:33.380 --> 01:24:36.910

Valerie A. Mills: Not on purpose. No, I just kind of no, no.

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01:24:36.910 --> 01:24:37.590

Rob Vanderwal: Okay.

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01:24:37.966 --> 01:25:00.929

Valerie A. Mills: When I was in nursing school I remember the theory part of nursing. It was just boring to sit there and listen to them like it's challenging to remember. So when I began working in the hospital and doing staff development, I worked with a creative director, so we always made things fun. We made Cpr fun. We did tweaks, and

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01:25:01.380 --> 01:25:18.739

Valerie A. Mills: we just always made stuff fun. So I have found myself. I didn't realize I was doing it until Dr. Rita Marie said it when we had our conversation about doing it. I didn't realize I was even doing that. It's just that I don't like for things to be boring because information is complex

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01:25:19.010 --> 01:25:33.830

Valerie A. Mills: and you gotta have something to remember. And so just kind of making it fun. And I and I've just been playing with the the AI artwork stuff and learning how to word things so it'll create those characters.

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01:25:33.830 --> 01:25:39.640

Dr. Ritamarie Loscalzo: How did what artwork did you do? Because I, the stuff I get out of AI when I try to get art, is really.

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01:25:40.040 --> 01:25:43.779

Valerie A. Mills: The the newer characters I use. Canva. AI!

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01:25:44.010 --> 01:26:01.329

Valerie A. Mills: Yep, yep, I figured it. I figured it out, and then the Captain Hart and Dr. Jean, I use open art. AI, and then some of it. I've used designer rr, but I just play with it. I just kind of

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01:26:01.530 --> 01:26:07.360

Valerie A. Mills: give it words and see what it's going to do. Throw out an idea so.

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01:26:07.360 --> 01:26:09.136

Rob Vanderwal: It's it's mind mapping.

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01:26:09.730 --> 01:26:13.430

Valerie A. Mills: Okay, mind mapping. I do it and don't even realize it.

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01:26:13.430 --> 01:26:16.660

Dr. Ritamarie Loscalzo: Open art.ai! And what was the other one that.

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01:26:17.021 --> 01:26:22.449

Valerie A. Mills: Canva AI, and then the other one is designer. Let me tell you that correctly.

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01:26:22.700 --> 01:26:23.550

Valerie A. Mills: DE.

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01:26:23.550 --> 01:26:31.990

Dr. Ritamarie Loscalzo: If anybody remembers but my last slide of the day I tried. I had tried to create superheroes for, and this was using AI. Let me see if I can.

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01:26:31.990 --> 01:26:37.699

Dr. Ritamarie Loscalzo: Is Microsoft designer is designer designer.microsoft.com.

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01:26:37.700 --> 01:26:39.500

Dr. Ritamarie Loscalzo: Okay, alright great.

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01:26:39.660 --> 01:26:41.489

Dr. Ritamarie Loscalzo: Let me see, I'm gonna put this in my.

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01:26:41.490 --> 01:26:51.010

Valerie A. Mills: Yeah, I just kind of play with them. I don't like the Microsoft designer as much. They look too cartoony, and they put too many extra words on there that.

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01:26:51.400 --> 01:26:54.110

Valerie A. Mills: so I don't like it as much. I've used it, but.

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01:26:54.880 --> 01:27:05.859

Dr. Ritamarie Loscalzo: All right. Okay, I'm going to show you what I did. This was with, and the ones that I try to get like graphics with with words on them. I find that they always spell the words wrong

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01:27:06.130 --> 01:27:15.719

Dr. Ritamarie Loscalzo: like. Inevitably they spell the words wrong. Let me show you this. This is A. This is my attempt at being Valerie.

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01:27:17.690 --> 01:27:19.990

Dr. Ritamarie Loscalzo: and let me find it.

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01:27:20.540 --> 01:27:26.339

Dr. Ritamarie Loscalzo: Yeah, okay, through AI. But let me do a share.

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01:27:27.390 --> 01:27:28.815

Dr. Ritamarie Loscalzo: Where's my share?

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01:27:31.480 --> 01:27:34.410

Dr. Ritamarie Loscalzo: There we go. I'll hit share.

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01:27:34.590 --> 01:27:38.009

Dr. Ritamarie Loscalzo: They moved to share share share.

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01:27:39.096 --> 01:27:48.429

Dr. Ritamarie Loscalzo: This. Okay, there you go, slideshow. I'll say from play, from current slide. Okay.

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01:27:48.430 --> 01:27:50.219

Valerie A. Mills: What did you use with that one.

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01:27:50.220 --> 01:28:03.639

Dr. Ritamarie Loscalzo: That was oh, that was just Chat Gpt. And I said, I want to. I want to show I want superheroes that are the ones that are, you know, helping us to get healthy. And then we want to have all this junk that they're fighting against, and that was the best it could do.

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01:28:04.340 --> 01:28:04.830

Annette Falconett: Why?

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01:28:04.830 --> 01:28:07.266

Valerie A. Mills: Yeah, you gotta figure out how to talk to him.

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01:28:07.510 --> 01:28:14.780

Dr. Ritamarie Loscalzo: Yeah, I don't like all of the chat gpt things. They're usually not my favorite at all.

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01:28:14.780 --> 01:28:32.949

Dr. Ritamarie Loscalzo: some others. And they created a series of superheroes like, you know, a wonder woman and all that kind of stuff. But the words on them were like they couldn't figure out how to do the words so, anyway. But yours are just like they look like human people, but they're superheroes. That's what I loved about them.

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01:28:33.120 --> 01:28:34.150

Valerie A. Mills: Yeah.

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01:28:34.290 --> 01:28:35.220

Dr. Ritamarie Loscalzo: Yeah, it's wonderful.

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01:28:35.220 --> 01:28:36.960

Valerie A. Mills: Just played with it, that's all.

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01:28:36.960 --> 01:28:38.110

Dr. Ritamarie Loscalzo: Like, okay.

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01:28:38.270 --> 01:28:59.293

Dr. Ritamarie Loscalzo: Sounds good guys. Well, we will see. We probably next month we'll we'll reach out. I'll see if we can arrange something for us to get together to really just decide how we're gonna move forward. Once we have all the forms from everybody, and we know who we're gonna assign to who? We'll have a conversation, and, you know, really talk through. How do we make it? Very

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01:28:59.960 --> 01:29:05.609

Dr. Ritamarie Loscalzo: Not the word accessible? What's the word some somewhat

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01:29:06.410 --> 01:29:24.560

Dr. Ritamarie Loscalzo: repeatable. I don't think I'm using the right word, but like consistency is is right. You know, we're not all going to be. We're all different people. We have different styles. We have different strengths and weaknesses, but I want there to be some consistency along with the uniqueness and the the special gifts that we all have.

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01:29:24.780 --> 01:29:29.650

Dr. Ritamarie Loscalzo: Okay, so thank you. Thank you. Thank you, everybody, and we'll see you soon.

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01:29:30.880 --> 01:29:31.960

Annette Falconett: Bye.

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01:29:31.960 --> 01:29:32.640

lisa fouladi: Do you.

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01:29:32.640 --> 01:29:33.320

Jennifer Whitmire: Thank you.