

The slide features the INE logo at the top left, which includes a stylized orange and green figure with a ribbon, and the text 'INSTITUTE OF NUTRITIONAL ENDOCRINOLOGY'. Below the logo is a large, stylized graphic of a figure with a ribbon-like tail, composed of green and orange elements. To the right of the graphic, the text 'INSULIN RESISTANCE' is stacked above 'SOLUTION', which is then stacked above 'PRACTITIONER TRAINING'. Below this title, the text 'Education and Marketing' is in green, and 'With Dr. Ritamarie Loscalzo' is in orange.

**Medical Disclaimer:** The information in this presentation is not intended to replace a one-on-one relationship with a qualified health care professional and is not intended as medical advice. It is intended as a sharing of knowledge and information from the research and experience of Dr. Ritamarie Loscalzo, [drritamarie.com](http://drritamarie.com), and the experts who have contributed. We encourage you to make your own health care decisions based upon your research and in partnership with a qualified health care professional.

# Educating the Public about Insulin Resistance and the Importance of Blood Sugar Balance

- ✓ Confidence in your skills
- ✓ A proven system
- ✓ A step-by-step program
- ✓ Tools and resources to empower success
- ✓ Raving fan clients



# What You Need to Become a Successful Holistic Health Practitioner

- ✓ Confidence in your skills
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# Steps to Becoming a Successful Holistic Health Practitioner

- ✓ Identify with your clients and gain their trust
- ✓ Thorough assessments
- ✓ Deliver action steps at clients' pace
- ✓ Reassess at appropriate intervals
- ✓ Provide tools and resources to empower action
- ✓ Get results with challenging cases
- ✓ Get referrals from raving fans
- ✓ Grow your practice into a lucrative business
- ✓ Earn the reputation as a **SUPERSTAR**



Your Blood Sugar Balancing Coaching Program

Clarify Your Process

Outline the Steps

Name the Steps

Identify Your Delivery System

Add Juicy Resources

Enroll Clients

Eliminate Belly Fat, Brain Fog, Burnout, and Blood Sugar Imbalance

## Package Your System

- ✓ Identify what's needed to support diet and lifestyle changes
  - ✓ Avoid "pay as you go" model
  - ✓ Bundle visits with tools – e-books, recordings, recipes, etc.
  - ✓ Determine "easy to say yes to" fees and package prices
  - ✓ Offer quick sign-up bonuses
  - ✓ Catchy names help – i.e. *Eradicate Belly Fat; Jumpstart Your Energy; Bye-Bye Belly Fat, Brain Fog and Burnout (my name)*



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## Components of Programs

- ✓ Assessments
  - ✓ Follow-up sessions
  - ✓ Training sessions or written materials
  - ✓ Tracking forms
  - ✓ Menus
  - ✓ Recipes
  - ✓ Progress evaluations
  - ✓ E-mail questions
  - ✓ Extras – Handouts, checklists, videos, audios, etc.



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## Package Type #1: Monthly Retainer

- ✓ Clients work with you on a month-to-month basis
  - ✓ Can cancel on either end with 30-day notice
  - ✓ Automatically billed unless cancelled
  - ✓ Set number of sessions of particular duration each month
  - ✓ Great way to get started



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## Package Type #2: Time Period Package

- ✓ Multi-month commitment
  - ✓ Substantial savings over retainer
  - ✓ Walk them through your system
  - ✓ Include bonus materials
    - Assessments
    - Handouts
    - E-books
    - Checklists



### Unintended consequences (forms, status, diet diaries)

## Examples of Time Period Packages

- ✓ 30-Day Jumpstart
  - ✓ 90-Day Intensive
  - ✓ 6-Month Immersion
  - ✓ 1-Year Transformation
  - ✓ VIP Day



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## Package Type #3: Package of Sessions

- ✓ Clients commit to a certain number of sessions
  - ✓ Clients can use sessions whenever they want
  - ✓ Savings compared to individual sessions
  - ✓ Put a time limit on it so they don't come back years later to use their sessions



## Example: Package of 5 Sessions

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## Hot Package Naming Tips

# Group Coaching

# Session Examples

1. Health Assessment and Goal Setting
2. Hydration and Beverage Swap
3. Alkaline Balance and Greens for Vibrant Health
4. Stress Transformation
5. Fitness
6. Proper Protein
7. Oil Change: healthy fats
8. Digestive Aids:  
chewing, enzymes, probiotics
9. Blood Sugar Balance
10. Gluten Free and Allergen Avoidance
11. Sleep
12. Environment Cleanup: home and personal care products



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## Session Flow

- ✓ Celebrate success
- ✓ Explore follow-through
  - If successful, identify what helped that
  - If not, what prevented you and what needs to be in place for success
- ✓ Educate: new information
- ✓ Experiential exercise
- ✓ Action steps
- ✓ Session insights (“ah-ha” moments)



## Coaching Tips

- ✓ Connect with who clients are and what they envision for themselves once they solve their health challenges
- ✓ Explain your system and views: the role of habits and nutrition on their overall state of health and well-being
- ✓ Give clients hope and something to look forward to
- ✓ Guide them through the lifestyle changes at a pace they can follow
- ✓ Follow-up regularly and adjust their program as needed
- ✓ Request clients track their diet, habits, and symptoms
- ✓ Offer support, guidance, and accountability



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# How to Motivate and Inspire Your Clients

- ✓ The power of connection
- ✓ Begin with the end in mind
- ✓ Encouragement
- ✓ Frequent touches
- ✓ Focus on successes first
- ✓ Understanding their needs
- ✓ Provide helpful tools
- ✓ Tell stories
- ✓ Brainstorm



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# Coaching Program Blueprint



- ✓ **Title:**
- ✓ **Problem Solved:**
- ✓ **Target Audience:** (niche)
- ✓ **Benefits and Results:**
- ✓ **Format of Delivery:** (one on one, small group, phone or in-person)
- ✓ **Time Frame of Delivery:**
- ✓ **How Delivered:** (sessions, length)
- ✓ **Additional Elements:** (recordings, recipe guides, menu plans, charts, documents)
- ✓ **Process:**

# VIP Day Options

## VIP Day

- ✓ 4-5 simple modules
- ✓ 30-45 minutes long
- ✓ 1-2 activities to get your client into action  
i.e. pantry cleanout, worksheets,  
exercises, food prep
- ✓ Bonuses: checklists,  
templates, recipes, videos,  
menu plans, exercises,  
e-books

A large, shiny gold 3D-style 'VIP' logo. The letters are thick and reflective. A gold star is attached to the top of the 'V', and a gold ribbon or streamer is tied around the middle of the 'I'.

A small, stylized orange fruit icon, possibly a tangerine or orange, located in the bottom left corner.

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# Create Your Talk and Practice!

- ✓ Create a presentation using the **“Presentation in a Box”** provided
- ✓ Practice with a small group of friends
- ✓ Do it on a **free teleconference line** and record so you can listen to yourself and make improvements
- ✓ Ask a **small group of clients or friends** to listen in on the conference line
- ✓ Practice making an offer for a strategy session at the end



# THE INSTITUTE OF NUTRITIONAL ENDOCRINOLOGY

# Certification

## Certification

**Case Write-Ups:** Submit 2 Case Write-Ups in standard format, so that any colleagues or specialists the client is referred to can easily interpret. An example template is in Appendix A.



## Certification

**Coaching Practicum Hours:** Submit documentation pertaining to a case you've done, either guiding someone through the B4 Be Gone program, or one of your own. Guidelines for what needs to be done/submitted is in Appendix B. As an alternative, you can be assigned a client in B4 Be Gone to coach and report on.



## Certification

**IRSPT Module Exams:** Pass the open-book comprehensive examinations covering each module in the IRSPT.

