I $\mathcal{A}\mathcal{M}$ Fabulous Energetic Thin Confident Happy Unique Content Successful Determined Lean Youthful Healthy Awesome Unstoppable A Runner Loving Fabulous Fit Strong Active Happiness Natural Thriving Tough $\mathcal{M}\mathcal{E}!$

THRIVE

28-Day Detox & Weight – Loss Lifebook



28-Days to THRIVE Detox & Weight-Loss Challenge

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^{*} Please see all marketing materials, order forms, and PPTs in the designated folders that accompanied your Guidebook



28-Days to THRIVE Detox & Weight-Loss Challenge

It is time to THRIVE! It doesn't matter where your patients are currently as long as they are ready to get to a new, healthier, more energetic, leaner and *THRIVING SELF*! This program is designed not only to help them reach their weight goals but to give them the opportunity to live at their best in all dimensions of wellness!

THRIVE Nutrition

We will concentrate on detoxification, reducing inflammatory responses, and optimal immune function, by creating an alkaline environment in your patient's bodies through their doctor lead meal planning. Eating healthy has never been so easy! This isn't a fad diet, it's a way to eat for LIFE! We wouldn't put trash into our car and expect it to work so it is time that we stop feeding our bodies the processed "trash" that is out there and start giving it the fuel it needs to not just survive but to THRIVE!

THRIVE Fitness

Your patients THRIVE Fitness programs will ignite their metabolism and energy levels. These workouts are designed to help balance their musculoskeletal system and support their chiropractic adjustments. Your patients can do these workouts anywhere because they do not require any weights or equipment, just their bodies. Beginner or Advanced programs have been designed to help your patients maximize their results at the fitness level they need.

THRIVE Mindset

When the mind leads, the body follows! Your patients will learn how to decrease stress, set goals, and love their THRIVING selves! Often people focus all on dieting and working out and forget that their mind is the most important piece in the expression of life! Time to get their sexy thinking on!



"Your THRIVE Program Essentials!"



THRIVE Program Essentials!

This guide will give you options, recommendations, as well as pertinent instructions on how to conduct your THRIVE Wellness Challenge. It is important that you read this entire guide in order to properly and successfully launch your THRIVE Wellness Challenge.

<u>Step 1:</u> Finalize what you are going to include in your <u>THRIVE</u> DETOX & Weight-loss Program. I.e: Assessments, Supplementation, and Workouts.

Options/Recommendations:

Assessments: We highly recommend that you conduct an assessment both at the beginning and end of the wellness challenge. Assessments are an important tool to allow participants to see just amazing they have become in only 28 days! This is also important for you practice because it creates a testimonial opportunity to stimulate future participation. This can be done with any current wellness assessment tools that you have or as indicated below.

What to include in your assessment:

1. Body Measurements: Using a body measurement tape (can be purchased at any fabric store for a few dollars). It is imperative that you follow the measurement instructions below to give you accurate before and after readings.

Waist: Measure at the level of the naval. (Men and Women)

- Step 1: Pull the entire length of the measuring tape out before you begin.
- Step 2: Have patient hold the end of the measuring tape at their naval and then have them turn clockwise. This is especially important with patients who are larger. Reaching around a patient is not advised.
- Step 3: Write down on Assessment Cards Provided and/or an excel spreadsheet.

Hips: Measure at the widest level of the hips. (Men and Women)

- Step 1: Pull the entire length of the measuring tape out before you begin
- Step 2: Have patient hold the end of the measuring tape at the spot indicates the widest part of their hips have them turn clockwise.
- Step 3: Write down on Assessment Cards Provided and/or an excel spreadsheet.

Thigh: Measure around Right leg, 5 inches above the top of knee cap. (Women Only)

- Step 1: Locate where 5 inches above the patella is using the measuring tape for accuracy.
- Step 2: Measure around the thigh at this point making sure that you are staying level.
- Step 3: Write down on Assessment Cards Provided and/or an excel spreadsheet.

Chest: Measure around the nipple line. (Men Only)

- Step 1: Pull the entire length of the measuring tape out before you begin.
- Step 2: Have patient hold the end of the measuring tape at on their sternum at the level of their nipple line and have them turn clockwise, keeping arms bent and elbows raised out in a T.
- Step 3: Write down on Assessment Cards Provided and/or an excel spreadsheet.

THRIVE Program Essentials!

- **2. Weight:** It is important to have a scale that can weigh up to 350lbs. You can purchase this at your local Target, Walmart, or Bed & Bath Store. If you have patients take off shoes or get into patient gowns, be consistent across the board.
- **3. Body Fat Percentage:** You can have this measurement included on a scale you purchase or you can purchase a hand-held reader. The scale version is a little less accurate but is a very inexpensive option
- **4. Blood Pressure:** This program includes a lot more than weight loss alone! We want to have a huge impact on their overall well-being! You and your patients will be astounded by the great improvements with high blood pressure! If you do not already have a blood pressure reader in your office, they can be purchased at your local drug store.

Note: You have been provided with cards to fill out with your patient's assessment results. The norms for their measurements are on the back side.

Supplementation: We have negotiated for you special pricing of up to \$4 off each canister with Greens First, providing your participants with the highest quality greens and protein shakes that will maximize their weight loss. By including the Greens and Protein into your wellness challenge, you will significantly your future back end sales. This could bring in an additional \$2,000-\$4,000/mo on average for your practice.

*****Please see the order form for your Greens in the ORDER FORM section*****

Pricing:

Option 1: Recommended Pricing of \$297 (which includes: before and after assessment, 1 mo. Supply Greens First shakes, 1 mo supply Dream Protein shakes, & Virtual Email Wellness Coaching.)

Option 2: If you would like to increase referrals from this Wellness Challenge, you can add additional discount options for referred/ multiple program purchases by participants.



THRIVE Program Essentials!

Step 2: Ordering Your Sexy Back Wellness Programs & Supplements

Program Orders:

Step 1: All patients <u>MUST</u> sign the program agreement and payment form. This form enables you to release their emails to us so they may receive all of their Sexy Back Program Materials. Please note that there are no refunds with the program. You will keep this form for your records.

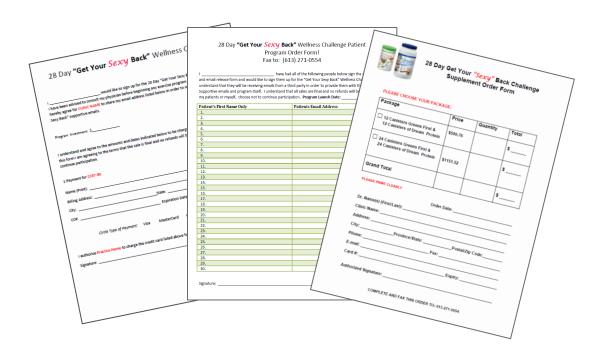
Step 2: Once your patient signs the agreement form, you will add their name and email to the fax order form provided. EVERYONE WILL NEED TO BEGIN AND END AT THE SAME TIME IN YOUR PRACTICES WELLNESS CHALLENGE! This means that you will only complete one fax form or multiple if you exceed the number provided and send at the same time. This will create a greater impact in your practice and future wellness challenges.

Additional Program Orders:

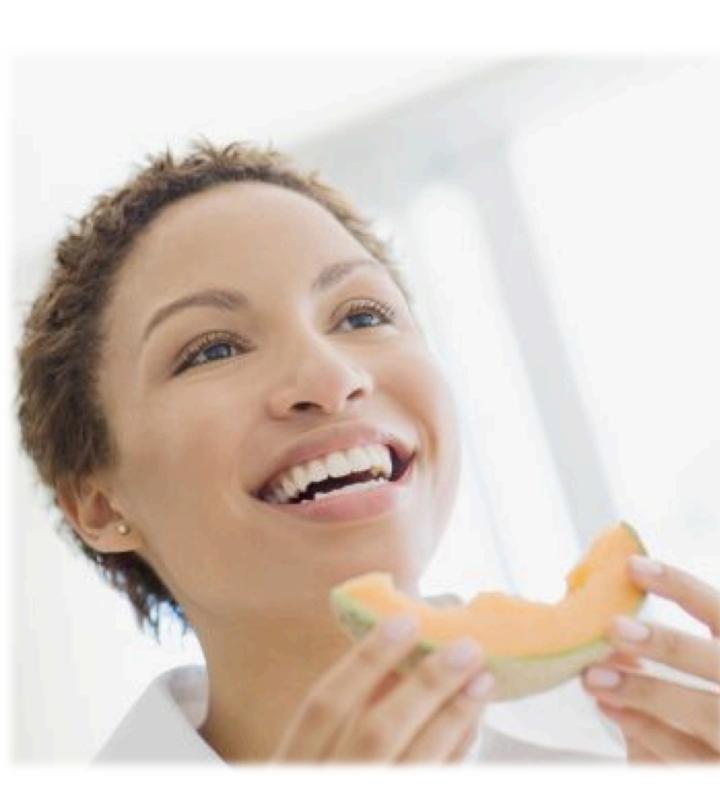
Step 1: Please email cvanwagner@creatingwellness.com with the number of programs you would like to purchase.

Supplement Orders:

Step 1: Determine the number of canisters that you will need for your wellness challenge. It is important to have a few extras on hand as participants are always looking to purchase more. The packages of supplements are sold in dozens only. You can however mix and match. Please see Greens First & Dream Protein brochures and product information in the supplement information folder.



"15 Foundational Steps to THRIVE"



"15 Foundational Steps To THRIVE!"

Tip #1 — No Cheating If Your Want To Be Sexy- Don't cheat on your nutritional plan for 28 days.

Remember, you "eat to live"...not "live to eat". You can do this!!! Think of it this way..... Pregnant women have to give up wine for 9 mo! No excuses men!

Tip #2 — Be Prepared – Most of the time, people eat poorly because they did not bring food with them or did not prepare. Parents — Time is a precious commodity. Between taking the kids to school, dance or baseball practice, you can barely get a meal in here and there and when you do, it's usually leftovers from your kid's plate. Throw the leftovers away if they are not on your meal plans! A word of advice/question though, if it isn't healthy for you, why would you feed it to your child? Kids usually don't need to lose weight but they do need to fuel their bodies as they grow and to stay healthy and at their best! I know that it can be tough saying no but it is easier than having to watch them living below their potential because we didn't make healthy eating a priority. The one major complaint is, "I had nothing to eat so I grabbed a bag of chips." Be prepared! Always carry something with you, then you have no excuse. And if you're meeting friends for an evening out, eat before you leave the house and take your snacks! Bring healthy snacks with you- like apples and almonds (see snack section). If you can, bring some Tupperware containers or a cooler with healthy meals. Keep it simple. If you don't feel like bringing food, then plan out some healthy restaurants or stores that you can eat at. *Take five minutes to plan out what you are going to eat the night before.*

Tip #3 — Keep A Food Journal For At Least One Week – Write down everything you eat and drink. You have to write it down right before the food or drink is consumed. By writing it down first, you will have a moment to stop and think if this decision is going to belly fat or pack it on.

Idea: Have someone agree to review your food journal every day. Make an agreement that for each day you do not give them your journal, you owe them \$10.00 and every time you cheat, you owe \$1.00. Doing this will help to keep you accountable.

Tip # 4 – Eat Real Food To Get Lean & Healthy – Stay away from poison- (OOPS......), I mean processed foods. The food companies strip out the good stuff like fiber and nutrients. What you have left is a food that has way more calories than normal. Plus the worst part is that they are highly glycemic, which means our body treats it like sugar. The good news is once you cut out these processed foods for a couple of weeks, you lose your cravings.

Watch out for foods and drinks that people think are "healthy" like bagels, pretzels and the little 100 Calorie Snackwell treats. Consuming these is like eating straight table sugar and there is no nutritional value to them.

Tip # 5 – NO artificially sweetened "sugar free" foods –(and drinks) They make you fat and reek havoc on your body! Did you know that most foods labeled as "sugar free" or "low carb" actually contain fattening artificial sweeteners, sugar alcohols and other additives that create a hormonal disaster inside your body, actually causing your body to store more belly fat and increase cravings! Yikes!!!!THIS MEANS NO SODAS OF ANY KIND!!

Tip #6 — Don't Go Hungry – Use snacks and drinks (see snack section) that'll fill you up, and curb your cravings but won't add any significant extra calories. When you feel starved, you'll crave foods which will add unwanted body fat and make you feel really guilty.

Tip #7- Eat within 1 hour of waking up! This should consist of a protein and some form of a fresh fruit or vegetable. That doesn't mean a glass of OJ- make it fresh fruit. If you are making a fruit smoothie you can use frozen fruit. If eating eggs, women generally need 1-2 while men need 2-3. This will give your metabolism a jumpstart and will keep you fuller longer. Your breakfast should be a very hearty meal!

"15 Foundational Steps To THRIVE!"

Tip #8- Drink 64oz To Half Your Body Weight In Ounces Of Water Per Day. Try to get half of it in by lunchtime so you are not trying to get it in right before bedtime.

Tip #9 Skip The Coffee! We really want to detox the body and get it Sexy! You want to be able to access and harness your NATURAL energy sources! Too much caffeine dehydrates your body, depleting your energy! Not to mention the bad oils and chemicals used to process coffee beans.

Tip #10 Stop Eating By 7pm. Not only does eating late disrupt your sleeping patterns but also is a sure way to pack on the pounds! Once you are done with dinner, you are done! Evening time is one of the biggest diet sabotages! That ice cream, microwave popcorn, cookie, chocolate treat, or whatever your choice may be, is not going to add any nutritional advantage! It will, add to your pant size though!

Tip # 11. Be In Bed By 11:00pm. When you go to be after 11:00pm your body gets a natural second wind, which causes you to not sleep as soundly. Not only that, it lessens your chances that you are getting your needed 8 hours of sleep per night! Sleep is essential! You want to strive for 8 hours of sleep to get your body the ability to function at its best!

Tip #12. Take 15 Minutes For Yourself Every Day. Stress is one of the number one reasons why people cannot drop the pounds! This is not the time to use this as an excuse and throw in the towel. We all have stress! By taking 15 minutes every day to totally relax, that means get off your email, no computer, no phone calls, make sure the kids are occupied... just you and some quiet time so you can recharge! Try reading a book, take a hot bath, go for a walk....whatever centers you!

Tip #13 No Alcohol- Many people hate this one but it is essential if you are trying to work off the pounds or trying to optimize your health! For the first 14 days, no alcohol at all. Alcohol adds unneeded calories to the diet and also dehydrates the body. We all try to stretch it saying, "I heard that there are benefits to having a glass of red wine a night." If it sounds too good to be true, it probably is! Yes, red wine is a "better" option but you are not going to be "less" healthy if you do not consume it. Its only 14 Days! You can do this! After 14 days allow yourself 1 day per week to enjoy a nice glass of wine or other beverage. Watch the fru-fru drinks! They are loaded with sugar!

Tip #14 Workout 5 Days Per Week- (1 hour each workout) Once again, calories in vs. calories out! How many calories are you burning? Make sure that you push yourself to try new things and to redefine your comfort zone! If you can talk easily throughout your entire workout, you are not working hard enough! You need to get out of breath! Get your heart rate up, bring it down, and repeat. Always stay safe and get clearance from your doctor before doing any form of rigorous exercise.

Tip #15 Surround Yourself With A Support Team- Don't go at this alone, do it with a friend, loved one, coworker, anyone who you know will support you in reaching health and wellness goals! Make sure that you can hold each other accountable! Most people have weak moments or temptations to stray from the meal plan or slack on workouts. This is when the other person needs to be strong! Don't fall into the trap of, "Okay, we'll start again tomorrow." And both of you cave! Two people cheating on the program means that you both let down your teammate!

"THRIVE Marketing Tools!"



Step By Step Marketing Toolkit For Your **28 Days to THRIVE Wellness Challenge!**

Below you will find your Sexy Back promotional materials to maximize your participation and sales of products. I highly recommend that you engage your staff/team with a bonus system based on the number of attendees to your workshop. Set a minimum target goal (i.e. 30) and a stretch goal (i.e. 50) and bonus them accordingly. Ensure that your patients, friends and call-in guests are registered in a workshop registration log. Collect their phone number and email where possible, for a reminder call 24 hours prior to the event.

- 1. Sexy Back PowerPoint. This is easy to modify should you wish to add your clinic information or change a slide. I recommend you keep your presentations between 45-60 minutes.
- 2. Reception Room Slideshow. Attached are a few slides that we recommend that you show in your reception flat screen monitors to promote the workshop and Sexy Back Wellness Challenge to waiting patients and new patients. These slides should always indicate date, time and RSVP at the front desk. Please modify the slides to match your dates, etc...
- 3. In-Office Flyers. The in-office flyers should be posted in every adjustment bay, exam room, reception (including front desk) and ancillary rooms (i.e. massage, nutrition). We create urgency and scarcity by informing patients that this is the only time this year that we are running the special event and it is limited to the first _____ registrants. When they sign up at the front desk registration log, ensure that your CA's ask them "And who would you like to bring as your guest?" I've discovered over the years that this is a great technique to increase attendance. You do have the option of charging patients anywhere from \$5-\$20 for admission, unless it's included in your care. Make sure that you talk it up during your table-side TIC. You were provided with both a lecture flyer as well as a wellness challenge flyer.
- 4. In-office postcard/invite. These are handed out to your patients by the doctor who will be personally inviting them to the wellness workshop/lecture. The doctor should individualize the invite to relate it to how it would best help the patient's specific needs. i.e. "Nancy, you have been doing great with keeping up with your chiropractic adjustments. I want to personally invite you to our wellness workshop that is going to give you the additional tools to aid in decreasing the inflammation that we are seeing in your body which will ultimately help you achieve greater results with your chiropractic adjustments."
- 5. Social media ads. Save final flyer version as a JPEG or PNG and then upload it onto your office FB page.
- 6. Samplers of nutrition. Many of you have been to Costco, sampled their products and purchased that particular food item. Follow this step by step process, and watch your sales soar, where it's possible to sample that product, (i.e. Greens First).
 - A) Team mixes Greens First in a carafe and place on ice on or near the front desk.
 - B) Check patient's PH with strips that you can purchase from Greens First
 - C) Team member walk around the office to present on a tray, small sample cups of the product.
 - D) Doctor should talk up the benefits of the product and why alkalinity is critical to optimal health.
 - E) Have brochures sitting by the display that promote the benefits of the product.
 - F) Script staff "Our Greens first are included in our 28 Day 28 Days To THRIVEWellness Challenge
 - G) Keep your display full. My research has shown that by stacking your product in a pyramid shape, versus only 1 or 2 cans on the front desk, you will sell a lot more product.

Step By Step Marketing Toolkit For Your

28 Days To THRIVE Wellness Challenge!

- 8. Research brochures. Every product that we sell through CMI or creating wellness, with the power workshop will have a research based benefit laden 1 page handout for patients to review how this product will benefit them. Engage your team members to use this as a daily handout prior to their adjustment which also cues the doctor to talk TIC on this product.
- 9. Health Certificates. Here's how we turn 1 patient into 2: Every quarter your Power Workshop will be a 28 day challenge. This is our 28 Days To THRIVE Wellness Challenge and allows excited patients to be given a Health Pass to give to a friend, family or co-worker to join them in the 28 day challenge. This is called "parlaying your patient" and is a great way to add extra revenue and new patients to your practice. This can be given to a patient when they purchase the 28 day challenge. And at the close of the wellness workshop.

*Disclaimer: Please use this as a guide according to the individual needs of every Power Workshop, as not all steps listed above will be relevant for every theme.

Step by Step Marketing Tips Provided to you by:



Want to see how you can build a million dollar practice?

Go to: www.chiropractic-masters.com

28 Days to THRIVE Wellness Challenge

Jan 14th 6:15-7:00pm

AT THIS WORKSHOP, YOU WILL DISCOVER:

- ✓ The TRUE CAUSE Of Disease And Illness
- ✓ The 3 Causes Of Stress That Are Robbing You Of Life
- How To Jumpstart Into Wellness With 4 Easy Steps
- ✓ What Your Body pH Really Is, And How To Alkalize Yourself
- How To Harness Live, Nutrient Rich Foods,
 For Rocket Fuel Energy
- Better Results From Your Workouts, In A Fraction Of The Time!
- ✓ How To Sleep Like A Baby And Feel Alive & Rested In The Morning
- Secrets To Taking Off The Extra Weight In 3
 Quick And Easy Steps

SEE THE FRONT DESK TO RESERVE YOUR SEAT!

OR CALL Phone Number Here

28 Days to THRIVE Wellness Workshop

Jan 28th 6:15-7:00pm

AT THIS WORKSHOP, YOU WILL DISCOVER:

- The TRUE CAUSE Of Disease And Illness
- The 3 Causes Of Stress That Are Robbing You Of Life
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- ✓ Better Results From Your Workouts, In A Fraction Of The Time!
- How To Sleep Like A Baby And Feel Alive & Rested In The Morning
- Secrets To Taking Off The Extra Weight In 3 Quick And Easy Steps



SEATING LIMITED!

28 Days To THRIVE Wellness Workshop Jan. 14th 6:00-7:00pm

You're Invited!

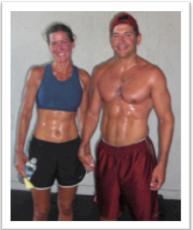
LEARN THE DOCTORS SECRETS TO THRIVE:

- ✓ Maximize Weight Loss
- ✓ Build Lean Muscle
- ✓ Increase Energy
- √ Improve Digestion
- ✓ Decrease Blood Pressure
- ✓ Manage, Prevent, Reverse Diabetes
- ✓ Reduce Joint Pain

- ✓ Decrease Medications
- ✓ Reduce Cholesterol
- √ Improve Mental Clarity
- ✓ Decrease Inflammation
- ✓ Look & Feel Younger
- ✓ GET YOUR SEXY BACK!

Jan. 14th, 2014 6:00- 7:00 pm at Health First Chiropractic





RESERVE YOUR SEAT TODAY! - Only 30 Sexy Spots



28 Days to THRIVE Wellness Workshop



Valued at \$597.00!

Jan. 14th - Feb. 21st



BENEFITS:

- ✓ Maximize Weight Loss
- ✓ Build Lean Muscle
- ✓ Increase Energy
- ✓ Improve Digestion
- ✓ Decrease Blood Pressure
- ✓ Manage, Prevent, Reverse Diabetes
- ✓ Reduce Joint Pain
- ✓ Decrease Medications
- ✓ Reduce Cholesterol
- ✓ Improve Mental Clarity
- Decrease Inflammation
- ✓ Look & Feel Younger

PACKAGE INCLUDES:

- ✓ 28 Days to THRIVE E-Book
- ✓ Meal Plans
- ✓ Recipes
- √ Shopping Lists
- ✓ Before & After Wellness Assessment.
- ✓ Weekly Weight Ins
- ✓ Blood Pressure Readings
- ✓ Doctor Lead Weekly Coaching
- √ 8 Doctor Designed Workouts
- ✓ Month Supply of Greens Detox Shakes
- ✓ Month Supply of Protein/ Meal Replacement Shakes

SEE THE FRONT DESK FOR DETAILS - Only 30 Spots

Lecture Invite



You're Invited!

Learn How You Can:

- Maximize Weight Loss with Healthy Meal Plans
- ✓ Stay Accountable with Doctor Lead Coaching
- Achieve 10x's More Energy
- ✓ Maximize Your Chiropractic Results
- ✓ Get Fit with Doctor Advised Workouts

Jan. 28th at 6:00pm

At Health First Chiropractic

Only 30 Seats Available! See The Front Desk or Call To Reserve Your Seat! 804-270-6010

Front Side of Health Certificate



28 DAYS TO THRIVE Wellness Challenge

For:

- Maximize Weight Loss with Healthy Meal Plans
- ✓ Stay Accountable with Doctor Lead Coaching
- ✓ Achieve 10x's More Energy
- ✓ Maximize Your Chiropractic Results
- ✓ Get Fit with Doctor Designed Workouts
- ✓ 1 Month Supply of Greens Detox & Protein Meal Replacement Shakes

Call Today! 804-270-6010 Only 30 Spots Available

Logo Here

Expires:

Back Side of Health Certificate



Value \$597.00

Buy 1 Get 1 50% Off!

Buy 2 Get 1 FREE!

Call Today! ###-###-### Only 30 Spots Available

"THRIVE Assessments!"

YOUR THRIVE WELL	NESS ME	EASUREMENT	S		
Name:					
Weight:	Waist:				
Body Fat %:	Hips:		GOOD	FAIR	POOR
See back for Normal Banges			2.1 - 25 2.1 - 25 3.1 - 26	25.1 -30	> 30 > 30 > 31
Normal; 120/80	Thigh/Chest:		4.1 - 28 6.1 - 29	28.1 - 32	> 32
YOUR THRIVE WELL	NIESS ME	EASUREMENT	7.1 - 31 1.1 - 34	34.1 - 37	> 34 > 37
			1.1 -34	34.1 -38	> 38
Name:					
Weight:	Waist: .				
Body Fat %:	Hips:		GOOD	FAIR	POOR
See back for Normal ranges			2.1 -25	_	> 30
			2.1 - 25	25.1 - 30	> 30
BP: Normal; 120/80	Thigh/Chest:		3.1 - 26 4.1 - 28	26.1 - 31 28.1 - 32	> 31
***************************************			5.1 - 29	29.1 - 33	> 33
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	1 30-37	767 6712	4 24	_	> 37

55+

< 28

28.1 - 31 31.1 - 34

34.1 - 38

> 38

28 Days to THRIVE Patient Information



28 Days to THRIVE

Wellness Challenge Patient Email Schedule

Tip 1: 28 Day THRIVE Lifebo

- Tip 2: Your Success Is All-in Your Head
- Tip 3: The Ultimate Fuel to Get that Fit Bod!
- Tip 4: The Perfect Recovery After Your Kick-Butt Workouts
- Tip 5: 4 Keys To Keep Your Weight Loss At An All Time High
- Tip 6: Workout Less & Lose More!
- Tip 7: Stress Affects More Than Just Your Mind!
- Tip 8: Sleep Your Way To Weight-loss?!?
- Tip 9: Is Your Diet Promoting Weight Gain & Illness?
- Tip 10: Travel and Get Skinny?!?
- Tip 11: Size Really Does Matter!
- Tip 12: Paleo Is NOT Adkins
- Tip 13: Is Your Meat Making You Fatter or Thinner?
- Tip 14: Congratulations! You Are Halfway Through Your 28 Day Transformation
- Tip 15: Can Colors Make You Thinner & Healthier?!?
- Tip 16: The Deadly Hangover With Soda
- Tip 17: Docs Weight-loss Eating Out Guide
- Tip 18: The Truth About Lowering Cholesterol Naturally
- Tip 19: 10 Best Foods TO Have Joinst of a 20 Year Old!
- Tip 20: Are Those Grab & Go Bars Creating 6 Pack Abs or a Gut?
- Tip 21: N.E.A.T to be Skinny
- Tip 22: This Is Just The Beginning To A Life of THRIVING Wellness!

28 Days to THRIVE

Wellness Challenge!



I AM Tough Happy Vibrant Healthy Focused Energetic Determined Youthful Fit Committed Strong Alive Vivacious Irresistible Successful Thriving Goal-Oriented Muscular Thin Relaxed Resilient Content Ready Full-of-Life Satisfied Well Awesome Grateful Prepared Achieving Energetic SEXY!