

DAY 33

Hi All,

Isn't it great to know you can be in control of your weight and metabolism.

I will never forget, my first time in the add more food days as my weight stabilised, finally feeling like I was no longer a leaf blowing in the wind but I could actually have control of my own landing spot. Sure there are pressures every day to consume the wrong foods, there are Christmas parties, birthday parties, 2 for 1 deals and heaps of challenges but as we get more educated we can navigate the path that we decide.

This stage of the program also made me feel like it was backed by some real science because it was so predictable. Just last night I heard yet another testimonial, where after 4 weeks on HP a gentleman has lost about 8.5kgs but more importantly his blood pressure, that was out of control with medication, is now in control without medication. Healthpointe is the lifestyle solution that people deserve! But beware not everyone is ready!

Now is the time to start conversation with people around news topics. Almost every day there is something about health, diabetes or weight loss in the news and that is the perfect opener to find out who is ready for change. All too often I have someone come up to me and say something like, "What can I do? I have this friend at work who is obese and has type 2 diabetes and I just can't seem to get him to a Healthpointe meeting. He really needs it and it would be great for him" True!! He does need it and it would be great for him BUT HE IS NOT READY FOR CHANGE. Also beware missing someone who wants change but you discount them. Another example-Julie and I had a lady who attends the gym regularly, eats well and looks GREAT complain about the fact that she can't lose the last 2 kgs around her upper thighs as she was sipping her wine. Perfect Healthpointe candidate but most of us wouldn't even consider her.

So the message is, IF people want change Healthpointe is for them, if not then let them try or do a lesser program and come to us when they want real results! That is often my statement to people. Sounds a bit arrogant but well over 20,000 Healthpointe packs sold in Australia alone, and long term results over 10 years can't be wrong, IF people are ready for a healthy lean life.

Jamie