

## **Exercise or inactivity-you make the choice!**

Can people do Reset without exercising? Yes

Can people lose weight on Reset without exercising? Yes

Does Dr. Strand recommend exercising as a key part of Resetting your metabolism? Yes

Will exercising as a part of your Reset strategy make a difference Absolutely Yes!

### **Why exercise?**

People ask why do I have to exercise to lose weight. They say (maybe even you have said) I'll do anything to lose weight but exercise!

### **What are the things that sabotage people in the area of exercise as part of Reset?**

Here are some of the answers I hear most often:

Not enough time

It costs money

It hurts

I'm too lazy

Exercise saps all of my energy.

I don't like to exercise

I don't like to sweat

Do any of these reasons/excuses sound familiar? They are amazingly similar to the objections we hear when people say no to joining the Usana business. But we are talking about their health here! We must help people overcome these obstacles for their own personal health! This is something we can get passionate about, whether it is the health of someone we love or the health of someone we have just met!

### **Changing Sabotage into Success**

We need to guide people to a new paradigm about exercise. It all starts in the mind! And we can use the same caring techniques that we have learned from Tim Sales and apply them here. We need to ask questions and find out where they are coming from, care about them, focus on their needs, educate them and totally be interested in their wellbeing and needs.

### **Here is the desired paradigm shift:**

We need to help them change their thinking from "I have to exercise." to "I get to exercise." As Dr. Strand says in his book *Releasing Fat*, we must change our paradigm (our way of looking at life) and think about how much we value our freedom. Exercise is not something painful that we have to do for 30 minutes each day. Exercise is a God-given freedom. Life is to be experienced to the fullest...with all our senses, living with our whole body. Watch a little child. He will strain and reach. Watch how little girls dance skip and run. We were designed to move. Our bodies have the ability for great strength and stamina. We are designed to work and play hard and withstand physical hardship. On the other hand we were NOT designed to endure great amounts of mental and emotional stress while leaving our bodies virtually motionless. It is no wonder we have an inactivity epidemic alongside our obesity epidemic.(Thoughts from Chapter 13,

Releasing Fat.) We can have a role in helping people one by one to regain the God-given freedom of joyful movement. We can help them overcome the objections they have to exercise by replacing these thoughts with positive ones. It starts with helping them value their physical freedom!

**Questions to help them come to their own positive conclusions regarding exercise:**

How do you feel about the exercise component to Reset?  
What's the hardest thing for you about making exercise a part of your healthy lifestyle?  
What sabotages your exercise plans?  
How do you think you can turn that sabotage into success?  
Where do you think you are with regards to your attitude about exercise?  
What do you think it will take to make a paradigm shift in how you think about exercise?  
What is the best choice for you for a mode of exercise?  
When is a possible time that you can work exercise into your life?  
What physical limitations/injuries do you need to work around in order to exercise?  
What inconveniences will you have to deal with in order to add exercise to your life?  
What is the simplest, least expensive way you can add exercise to your life?  
Is there anything else that might hold you back in your effort to exercise?  
What would be the best way I can help you in your efforts to exercise?

If you can have good honest dialogue with your family member, friend or new contact about these issues, you will have made great strides in applying Tim Sales relational techniques to this part of your business. You will create trust and be part of the success team for this person as they move forward on their Reset adventure.

**What's next? Share about the benefits of exercise.**

Most people know they should exercise. If we start with a list of the benefits of exercise, they may nod and listen at some level, but if you connect with them at their level of need first and then explain the benefits they will embrace exercise (and you!) as a friend that will help them achieve these benefits, rather than looking at the benefits as an unattainable goal.

**Dr. Strand's list of "Benefits to a modest exercise program": (p.187-8 Releasing Fat)**

- **Weight loss**
- **Lower blood pressure**
- **Stronger bones and decreased risk of osteoporosis**
- **Lower total cholesterol levels**
- **Decreased levels of the "bad" or LDL cholesterol**
- **Elevated levels of the "good" or HDL cholesterol**
- **Decreased levels of triglycerides (the other fat in our blood)**
- **Increased strength and coordination which leads to decreased falls and injuries**
- **Enhanced immune system**
- **Overall increase in the sense of well-being**
- **Improved sensitivity to insulin**

### **About “Improved Sensitivity to Insulin”**

This one benefit is probably on the mind of most people who are trying Reset, or if it is not, you need to educate them about this very important benefit. If they understand this they will want to continue through the transform phase and into the maintain phase for life!

Dr. Strand says that even modest exercise will improve insulin sensitivity On page 190  
Dr. Strand lists these key positive effects that exercise has on insulin sensitivity: (p.191)

- The capillary bed (the small blood vessels) in the muscle actually dilates and creates significantly more blood flow to the muscle. Since one of the first problems leading to insulin resistance is vasoconstriction (narrowing of the arteries) of this capillary bed, this increased blood flow is a powerful positive effect!
- Exercise is key in promoting circulation to muscle tissue. This circulation allows more insulin to actually get to the muscle cell. Increased transport of glucose to the muscle cell is due to the increased receptor sites on the muscle cell and enhancement of the postreceptor site transport of glucose.
- Physical training has been found to increase muscle tissue sensitivity to insulin in proportion to the improvement in physical fitness.

Reversing Insulin Resistance: (p. 193)

When you start to reverse insulin resistance, the amount of fat released is triggered by a process much more involved than a decrease in calories.

- Muscle tissue begins to take up your glucose more normally(usually 80-90 %) following a meal.
- Insulin (fat storage hormone) levels are lowered
- Glucagon (fat burning hormone) levels are increased
- Healthy balance is created between these two hormones.
- Bad metabolic changes begin to reverse.
- Fat begins to release naturally

### **Getting Started—the First Step is the most important Step!**

Communicate that you may have to “just do it” before you “just like it” Start small, and start simple. Start with something that you will want to do again tomorrow.

Communicate about making a “slight edge” decision that will move you toward health and weight loss by making exercise a part of your healthy lifestyle.

Come up with some ideas that may help in practical ways:

- Exercise with a friend
- Let music move you!
- Develop an exercise habit that you don’t have to think about, you just do it.
- Work on that mindset—“Exercise is what I do. It’s a part of my healthy lifestyle.”
- Add competition if that motivates you
- Keep track of changes so you see results

- Keep an exercise log (We all think we exercise more than we actually do!)
- Reward yourself along the way
- Have a plan to get back on track when you get off track
- Other ideas?

**Start your exercise plan today, not tomorrow!**