



Making
Motivational Hoo-Ha
Work For you

Thank you

It's so wonderful to have you as part of the Body Incredible community. Thanks so much for subscribing!

This e-book is a collection of my favourite motivational posts from the past year or so. You could find them by going through the archives of the blog, but it's so much nicer to have them all laid out in a simple and (I think) nicely presented format. If you're like me and you get a bit sick of all the motivational hoo-ha out there then I think you'll like what you read. It's about making the little things work for you,

Enjoy. And remember.

Life is Now. Press Play.

Kat

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47 Secrets Of Those Annoying Happy Types

(And How To Become One Of Them)



1. They are consistent in what they do - whether it's eating well, working out, or focusing on the positive.
2. **They're open-minded about nutrition, and willing to explore different options regardless of how controversial they may be.**
3. They know that it's okay to let loose once in a while - a night out for dinner, a few too many drinks, that extra coffee.
4. **And they don't beat themselves up about it the next day**
5. (But they do get right back on the straight and narrow).
6. **They enjoy being healthy, living their lives in that way. They don't see it as a chore, and so it's not one.**
7. They surround themselves with like-minded people. At the gym, at work, amongst their friends, or online.
8. **They make their own decisions - a new trend or food fad might arouse some curiosity but they don't jump to try it unless they've seriously thought it over.**
9. They have solid health values - when it comes to their body, to feeling and looking a certain way they know what's important to them. They've taken time to think about it.

10. **Have you?**
11. And they've committed to it - either in writing, or by sharing their goals with others.
12. **What's more, they put time aside for it regularly. They make sure that first things come first.**
13. Getting to the gym or the track, preparing good food, taking time to reflect or meditate - this is what they make time for. Not TV or twitter updates.
14. **You see, they avoid cop-out excuses - being too busy, too tired, too whatever; none of that factors in. Their health is their priority.**
15. But they know that they can't control everything, and they accept without remorse those occasions when their plans are thrown off course.
16. **What's more, they're not afraid to seek support when they lose motivation, or have a health issue that can't be resolved, or just want to learn something new.**
17. They know that asking for help is a sign of intelligence, not weakness.
18. **But they're unlikely to run straight to the obvious outlets for assistance - they're more likely to do their own research, seek alternative resources on or offline, and they're definitely happy to ask some heavy-duty questions if they're not quite convinced.**
19. (And they'll *never* take health advice from someone who doesn't exhibit that same annoyingly upbeat look and energy).
20. **They don't get swept up in wide-spread panic - for example, they're unlikely to pop out for a cervical cancer or [swine flu vaccine](#) without fully considering the pros and cons.**
21. They know that just because a 'recent study revealed' something doesn't mean that they should change tactics. They take much of what they read with a grain of salt.
22. **And it's easy for them to do this, because they're adept at listening to their bodies. They've taken the time to trial different approaches, to consider their physical, mental and emotional**

responses, and to come back to those things which work best for them.

23. Have you?
24. **They understand that what works for one person may not work for another, and could even make a third person worse.** They're not necessarily happy by nature, but they understand the power of a positive mindset and (if necessary), they make a concerted effort to do things to make them happier.
25. **They might even use these 9 Secrets Of Truly Happy People as a starting point.**
26. They know their own strengths, accept their failing points, and recognize that their time is better spent improving their good points than overcoming weaknesses.
27. **They're not afraid to go against the grain (both literally and metaphorically!)**
28. Truly healthy types know that sugar is the real evil, not fat.
29. **And they eat plenty of it (fat, that is).**
30. Mostly organic, of course -
31. **Avocado, raw nuts and seeds, omega 3's or oily fish olive oil, coconut oil or milk, and even the saturated fat from animals (if it's organic).**
32. Oh, and plenty of eggs for healthy cholesterol - especially the yolk.
33. **They seem to be more 'up' than 'down'. It could just be lucky genetics -**
34. Or it could be all that good fat fueling their hormonal system and balancing their moods
35. **You see, they know how important balanced hormones are. For weight loss as well as general health. And that exercise and good nutrition aren't always enough.**
36. Of course plenty of protein really does help. That perky energy and healthy physique? They didn't get it without regular protein intake.
37. **Plant-based to a small extent, perhaps. But mainly loads of the good stuff -**

38. All types of red meat, game meat, poultry, dairy (raw if they're really into natural health), eggs of course. You get the idea.
39. **With unlimited fresh green veg to round off the meal.**
40. You see, the real healthy types, they don't care about the norm. Or what conventional wisdom says.
41. **Take fruit for example - real health nuts know that it's a [seasonal food](#). That it's not natural or healthy to eat fruit all year long. And that true (wild) fruit is not very sweet anyhow, so the stuff we get today certainly isn't great for us.**
42. You see, they know that (for the most part) Grandma had the right idea - it's all about getting back to basics. About eating the way we were designed to eat - the way the human race evolved.
43. **And they're not swept up in the hoo-ha of poorly researched environmentalists either - they know that our world would be much better off if we all survived on the foods that were naturally provided for us, rather than destroying (in some cases) entire States, rivers and forests in order to farm grains. Funny how the food never ran out until we started defying nature.*****
44. Here's something else I'll bet you didn't know - healthy people talk themselves *into* doing, being, living a certain way. Unhealthy people talk themselves out of it. It doesn't matter how valid the excuses are.
45. **Healthy people have their eye on the end goal. For them, it's not about the day to day so much (and whether they feel like it), it's about the outcome they're working toward. It's about knowing that a certain action, reproduced over time, will beget a certain result.**
46. They know that a thought becomes an action, become a habit and then a character. Which becomes their destiny.
47. **So who are you becoming at the moment?**

A Funny Thing

“It’s a funny thing about life. If you refuse to accept anything but the best, you very often get it.”

(W. Somerset Maugham)

A Case Of the Can't Be Bothered's

Last night I spent about 5 and a half hours doing nothing. Watching rubbish TV and reading magazines to be precise.

I guess I wasn't really doing nothing.

What I was doing was avoiding engaging in further work on my current writing project.

I had big plans for the weekend. Spring clean the house. Finish my marketing strategy for an idea I'm working on. Write a few articles. Polish off some annoying admin tasks I've been putting off for weeks.

Not much happened.

It wasn't just that I couldn't be bothered. It was more because I kept telling myself I've got plenty of time – I mean, four full days off. There was no rush. Of course, by last night I really didn't have much time left. But by this stage I'd basically lost all momentum and motivation. Which means now I have to start all over again:

- Re-build my daily writing habit
- Force myself to do it until the momentum kicks back in
- Keep myself accountable regardless of how unmotivated I might feel
- And still clean that damn house!

Can you identify?

Lately I've been hearing from quite a few people who have been struck down with the 'I can't be bothered's'. Or a nasty case of 'but I'm just not motivated'. It's normal to go through phases where you feel like this. The truth is, even having a goal of any kind puts you ahead of the pack. And skipping a few days here and there is not the end of the world.

But don't be fooled.

Loss of momentum can be a dangerous thing if left unchecked. If one day off (exercise, writing, working on your business, etc) turns into two, into three, into a week, into 'didn't I make that same resolution last New Year's?!', well – you're in trouble. From here it's really only a short and slippery slope to 'I may as well give up. It probably wasn't going to work anyway'.

Time to give yourself a kick up the you-know-what:

You don't have to break records every day. Work on your goals in bite-size chunks. Even putting 10 minutes in is better than taking a day off because you want to wait until you have more time to put in.

- Follow the [Jerry Seinfeld](#) rule of productivity. It's worked for me before, and I'll be starting again effective today.
- Be accountable to someone. Tell them you'll be achieving 'x' by a certain date and ask for their support or feedback.
- Start a blog. You can do it for free with WordPress, and it will keep you accountable in a massive way. You may also find recording your journey inspires you to move forward faster.
- Be focused. If you set aside an hour to pursue your goal, do nothing but that. If you do nothing, fine, but no checking emails, no texts, no cleaning, no talking. It's 'x' or nothing.

Finally – don't let doubt stop you from taking action. Maybe it will work, maybe it won't. But you sure ain't going to find out by flicking the channels on your remote!

Motivation Mark Twain Style

Twenty years from now you will be more disappointed by the things that you didn't do than by the ones you did do. So throw off the bowlines. Sail away from the safe harbor. Catch the trade winds in your sails. Explore. Dream. Discover.

Mark Twain

Are You Willing To Do What It Takes?

It's a simple question. Or at least it should be. But unfortunately, so many people out there don't seem to be able to give a straight answer. All too often it's 'Yes, but ...' or 'Of course, it's just that ..', or 'Well, sure, but you don't understand ...'

When it comes to health and fitness, what is your primary goal? The big one? The Number One something that you'd really love to achieve above all else? Be honest here. Is it performance? Function? Energy? Aesthetics? Hint: if it's to look good, admit it. If it really is health, or wellbeing, or athletic ability, then fine. But there's nothing wrong with admitting to a little vanity. Just be honest with yourself about what it is that you really, truly want. That's a start. But next, ask yourself this. How badly do you really want that goal? Are you really, honestly, truly, 110%, no exceptions committed to achieving it? To making sure that once you get there it doesn't slip away? Last week I noticed that I'd gained a little weight. Looking back I realize that it's entirely possible (although I really didn't think so at the time) that no one else even noticed this. But I could feel it. And that's really all that matters. I know you know what I mean.

I blame it on hormones.

When it comes to my weight, to bloating and fluid retention, some months I cruise through without even a hint that my body goes through any kind of hormonal cycle. But other times I puff up like one of those bomber jackets my generation used to wear in high school. And I feel disgusting. Like I really shouldn't be allowed to leave the house. I know, I know, I'm overreacting. What can I say? I don't think I'm the first one to react unreasonably when it comes to the way I look or expect myself to look.

Now as I just said, when I feel this way, I generally don't want to be in public any more than is absolutely necessary. Particularly not in gym clothes. Strangely, whenever I feel down about my body, I tend to want to cease all

activity and take up permanent residence on the couch. Preferably with half the confectionary aisle within arms reach. Sometimes I even do that – but never for more than one night.

Because as much as I sometimes question my sanity for being so caught up in my health and fitness, I am committed. Truly, madly, deeply. 110% and then some. And if I ever think I've gone off the rails – even a little – then I do whatever it takes to get back on track. To fight down the demons that tell me I may as well give in, that I'm nearing 30 now, my metabolism is going to slow down eventually, that it's normal to gain a couple of kilos each year, that I'm too tired or too busy, or I just don't feel like it. As far as I'm concerned, these and other excuses are just a load of you-know-what.

Thursday last week I felt miserable about the way I looked. And I could very well have gone with my gut (literally) and spent the weekend indulging my 'I feel sorry for myself' mood. And you know what? In the grand scheme of things, it probably wouldn't have mattered. One weekend does not make or break you. But the pattern does. The giving in to the excuses does. And – more than anything – the lack of respect for the person in the mirror who never lives up to their own promises definitely does.

Let's take a closer look at **your** patterns. Do they match your goals? Just how committed are you when it comes to crunch time?

Ask yourself the following questions –

- Do I miss planned workouts more than once a month due to being tired, feeling under the weather, feeling lazy, or because I just can't be bothered?
- Do I (more than once or twice a month) let work dictate whether or not I exercise and eat well?
- Do I (more than once or twice a month) merrily abandon healthy eating plans when friends or colleagues suggest a naughty alternative?

- Am I an expert at justifying why today was just not the best day for exercise or eating well?
- Do I constantly find a reason why creating a healthy living plan will have to wait another day, week, month?
- Am I more committed to my goal – or to my emotions?

Hard questions to ask.

But the answers should be simple enough. In my experience, there are two groups of people out there:

1. Those who make life happen
2. Those who let life happen to them

And then, of course, those that wonder what the (bleep) happened.

So which one are you?

**Oh, and no, I did not stay stuck to the couch all weekend. As much as I really didn't want to at the time, I spent the better part of the last four days training my butt off, sweating copious amounts, eating well, drinking plenty of water – indulging in a little wine and chocolate, but basically doing what I had to do to get back to pre evil hormones me. Crazy? Maybe. Committed? I'd like to think so. And the part that really matters? I feel like me again. I feel in control. Happy. Ready to face the world. And that's what true commitment to your goals is all about. Isn't it? Tell me what commitment means to you - and what you do to combat the oh-so-justifiable excuses that pop into your head now and then.*

Is It Time To Give Yourself A Break?

When you wake up in the morning what is your first thought?

Let me make that more specific. **What is your first thought about yourself?**

When you look in the mirror throughout the day what crosses your mind?

When you bend over to tie your shoelace or pick something up, do you consider the way that position makes you look? *When you see what other people see about you does it make you wince, or smile?*

Do the words and thoughts that you use to describe yourself build you up, or do they drag you down? When it comes to your self-image and the way you perceive yourself, there are always two sides to the story.



Do you see a young woman or an old lady? They're both there!

Let's take this idea even further - it's not just about what others see in you. The truth is that the thoughts and ideas you hold about yourself, when repeated to yourself over time, can be powerful enough to change the way you come across to others. **We've all seen someone who is significantly overweight, or not especially 'beautiful' by conventional standards, and yet somehow manages to carry an aura of sexiness and confidence wherever they go.**

Now think about this –

Have you ever had a friend complain to you about a body part they hate or whinge that they're having a fat day and you've told them they're crazy?

Here's an even crazier thought - couldn't it be possible that you see yourself differently to what others do? That the things you dislike most about your body or personality go unnoticed by those around you? Or are maybe even admired by other people?

If you're thinking that how you feel about your body is more important than what others think, well then you'd be right. When it comes down to it, working hard to achieve your BodyIncredible really *is* all about what you want. So long as this doesn't mean that you don't realize just how great you already are. How others might kill to have your broad shoulders, or your big bust, or your small bust, or your womanly curves, or your muscular legs. How there's people out there who just wish they could have the happy-go-lucky attitude that you exhibit, or are desperate to know what it's like to just be happy in their own company. *I guarantee you that you have something that someone else wants, and I have to tell you it's a darn shame if you're so caught up in what you don't have or who you aren't, that you don't embrace the good that others see in you.*



Get Lost In Being You

So what do you see in the mirror in the morning? What do you think when you glimpse your reflection in a store window or at the gym? When you notice your stomach sitting heavier than you'd like above your waistband? Next time, before you give yourself that mental dressing-down or guilt-trip, take just a moment to consider what others might see in you.

Who knows - you may find you've already got a whole lot more of your Body Incredible than what you realize.

Speaking of which; another favourite quote –



Be yourself. Everybody else is already taken.

Oscar Wilde

Escaping Emotional Traffic Jams



When you enter into any kind of personal challenge or commitment, such as the [BodyIncredible.com 31-day challenge](http://www.bodyincredible.com), you pretty much know there will be road-blocks. Possibly even the occasional detour. Times when you are temporarily so far off track that you almost forget where you're going.

Sometimes you see these set-backs coming (an important party where you know you'll be tempted to indulge), and make a smart choice to change tactics (hydrate and eat a light meal beforehand). Other times they hit you smack in the face as you're rounding a corner (the car breaks down mid-way to your morning workout and the rest of your day is already over-scheduled). Even though in these instances you can't really do anything about it, and the day is basically 'lost', you're able to pick yourself up after-wards. Get back to creating the healthier you, the fitter you, the more positive-minded you.

But what if your setback is one that happens again and again? What if it's more of a full-blown traffic jam than an annoying little road-block? And what if you sort of knew it was coming the whole time but kept your fingers tightly crossed that it would all be okay - all the while knowing you were going to get trapped.

When it comes to creating new habits and meeting your personal challenges, your emotional programming can have a lot to answer for.

Emotional Traffic Jams You May Have Faced

- Not quite making it out of bed for your morning workout and then, to add insult to injury, getting stuck into a greasy or overly sugary breaky. This one is most common on the weekend and usually justified with the idea that you deserve a sleep-in and lazy breaky.
- Eating something 'naughty' during lunch-time or mid-afternoon and then deciding that you've already ruined the day so may as well keep going and start fresh tomorrow.
- Consoling yourself with the idea that you 'must have bad genes' when you notice your pants getting tighter. Usually you'll be conveniently forgetting at this point that consistent exercise and healthy food choices are not your strong points.
- Telling yourself that eating well and exercising must be enough even though you don't truly have any faith in your ability to succeed. Refusing to seek help from a friend, book or professional or give any of that 'positive thinking rubbish' a chance.

I'm sure you can think of your own emotional traffic jams. I'll bet you've hit them again and again over the past 12 months, and possibly even more frequently these past few holiday weeks. In my experience, the snowball effect of binge or unhealthy eating is the among the most common. **I know it's the one I've been most guilty of over the years.** I've had my times of excusing my failure to exercise, and been able to break that pretty well. But you can place a pretty sure bet that if I'm tired, grumpy or stressed and I indulge in 'just one' brownie or handful of M&Ms, that I'll sure as heck be finishing the entire packet before the evening is over.



Breaking these sort of patterns can be even tougher than creating a new and healthy habit. *In the gym we say that it takes 300-500 repetitions to learn a new movement, but 3000-5000 repetitions to undo and re-learn a bad pattern. I think the same sort of thing applies here.*

That idea can be scary, but not as scary as the idea of never fully reaching your potential. If you're serious about change in 2009 then it's time to set a brutally honest goal. One where you admit fully to yourself (and possibly even to others by adding a comment below) a weakness or emotionally-based habit that has been holding you back.

With this in mind, I'd like to add a sub-category to your [Body Incredible 31-day challenge](#). Keep in mind what we talked about yesterday: the concept of taking between 21 and 30 days to create a new habit. You're going to have to be strict on this because **this goal is probably even more important than the positive and progressive goals you've already set or considered. On top of your 10-minutes a day toward the 'new you' I'm going to ask you to remove 10-minutes a day (as a minimum!) of the 'unwanted you'**. To walk away from the you who heads for the second tub of ice-cream and eats it all without tasting it. The you who ducks out to 7-Eleven for another packet of tim-tams. The you who reaches for the chocolate or chips late at night just because it's habit rather than because you've actively chosen to have a treat. You know who I'm talking about. It's the you who you've been pretending doesn't really exist. All the while trying to convince yourself that you'll reach your Body Incredible goal nonetheless. It's time to say good-bye.

10 Rules To Being In Great Shape



- 1. Eat breakfast.** No ifs. No buts. No "but I don't have time", or "I get up too early as it is". Pre-prepare it the night before if you have to. Just do it. Researchers at the University of Massachusetts found a 450 percent increase in your risk of obesity if you habitually skip breakfast. 'Nuff said.
- 2.** Those same earnest researchers found that ***eating one or more healthy midday snacks is associated with a 39 percent decrease in your obesity risk.*** Talk about two great reasons to chow down!
- 3. Train with weights at least twice each week.** Sorry if I'm being a bit doom and gloom with the stats today, but you want to, whoops I mean need to know this: your metabolism will drop by about 0.5 percent each year after you pass 20 years old. Assuming you eat 'well' and are moderately active, this will result in a weight gain of around 4kg/10 pounds per decade. Eeek! Now think

about what that means if you don't exercise at all, and eat trash. Not great, huh?

4. Drink enough water for your body. Dehydration (comes before thirst) causes your stress hormones to rise and sends a message to your body to store more fat. It also slows your ability to use your muscles, burn off existing fat, and just plain stops you feeling good. You need around 0.033 litres of water for every kilo of body weight. (A kilo is 2.2 pounds). Things that cause an increase in your need for water include over-eating, intense exercise or sweating, extreme weather, air-conditioning, and stimulants such as caffeine or sugar.



5. Since we're talking about stress, know this. ***Regular unabated stress, and even the perception of stress (i.e. worrying that something might happen) all cause a hormone called cortisol to run rampant in your body.*** Cortisol is an important hormone for helping you to get out of truly stressful situations fast (the old 'running from a tiger' scenario), but it's no good to you if you've got it going on most all day every day. ***In fact, it will slowly but surely destroy every single one of your bodily and metabolic functions, and will cause you to gain fat regardless of how you eat or exercise.*** One of the most powerful stress-management techniques I know is to block out 10-15 minutes a day just for you. No phones, no emails. This is

best done in a relaxing environment and could be as simple as going for a quiet coffee before work and contemplating your day ahead.

6. Eat fat. Seriously. At least 15% of every meal needs to be fat. [Here's an article to give you the low-down.](#) ***You've absolutely no chance of losing weight if you don't do this.***

7. Find something to make you smile or, even better, laugh every single day. Happy people are less stressed (see point 5). Ideas? Listen to or watch a great comedy show, read something tried and tested that you find funny, call up your funniest friend and ask them to make you laugh, take time out to catch up with old friends and reminisce.

8. Sleep your way to a beautiful new you. Building up a sleep debt of even an hour each night is a sure-fire way to obesity, heart disease and diabetes. [Click here to read about how sleep directly affects your health and your weight.](#) Having trouble sleeping? Try a sleep mask, ear plugs, winding down with no TV or computer before bed, and minimize alcohol, sugar and caffeine after 3pm.

9. Back off the caffeine. If you'd consider yourself a stressed person than I'd try a 30-day no-coffee challenge to get caffeine out of your life for good, or at least until you feel you've improved. If you experience medium or low stress than 1, MAYBE 2 coffees each day is okay. *Caffeine in any form stimulates your Sympathetic Nervous System, which cause a release of cortisol. And we already talked about what that stuff does, didn't we?* Okay then.

10. Go 2 weeks with no sugar, wheat, dairy or caffeine. Sounds extreme and abnormal, but exceptional health and a body that looks and feels its very best is somewhat extreme and abnormal. Isn't it? Maybe there's a reason that the 'norm' isn't working for most people out there, you included. ***My opinion is that you are not designed to eat processed wheat or dairy, and sugar and caffeine have no place in a truly natural diet.***

10 Rules To Feeling Fantastic Every Day



1. Get up and move whether you feel like it or not. There's nothing as good as the feeling of the workout being *done* for the day, is there? And there's nothing worse than knowing you'd planned to exercise but didn't get around to it. Get up and get moving right now - even if it's just 10 minutes of office-time stretching and a diary promise for a full workout later. Less procrastinating, less thinking, and more doing - that's the most important key to a fitter and more confident you.

2. Write a virtuous grocery list and explore the markets. This morning I made a detour from my normal rushed grocery shop and took the time to explore the markets. I gotta tell you, there's nothing that makes me quite so smug as walking around with a basket of fresh organic food. And that's before I've even eaten the stuff!

3. Say no to the carb-fest weekend brunch and indulge the healthy way.

When it comes to weekend brunches I'm the biggest indulger of all and I'd encourage you to do the same. But if you want to do it the healthy way and

feel great then avoid the super smoothie and pancake stack and go for a yummy poached egg, salmon, mushroom and avocado mix, or something similar. If you're feeling really virtuous then hold the bread.

4. Make a list of everything you've done that's good for you so far this year. You might just be surprised at yourself, and I guarantee you're miles ahead of the 'average' person. You wouldn't be reading this if you weren't. It's important to take stock once in a while and give yourself a well-earned pat on the back.

5. Create a vision and a plan. Thinking about where you want to be physically 3 years from now might be a little too much in the 5 minutes you're no doubt taking to peruse this post, but you sure can think about where you'd like to be this week, can't you? Take a moment to write a 5-bullet-point plan of what this week will hold for you fitness and health-wise, and then diarise each required action.

6. Include some smart fats with your next meal. There's one sure-fire way to feel fuller for longer and cut mid-afternoon cravings and that's FAT! Avocado, extra virgin olive oil, organic coconut oil, raw nuts and seeds, and omega-3 fish oil capsules are all easy ways of smartening up your meal, quickening up your metabolism, and boosting up your feel-good factor.

7. Cook extra and pack leftovers for lunch. Well now, that's just common sense, isn't it!

8. Swap the late-afternoon coffee for green tea. Caffeine has a half-life of 12 hours, so that 3pm latte will still be buzzing merrily around your system at 3am. Switch to green tea and you'll drastically reduce the caffeine, and aid detoxification as well as lifting your Basal Metabolic Rate by around 7% for each cup!

9. Get your heart pumping in the great outdoors. Nothing beats the red-faced, heart poundin' invigoration of an outdoor workout. The best part is that it doesn't have to be a 'serious' or long workout for you to reap the benefits. Try a frisbee toss, a few quick hill sprints, or just kick the footy for 10 minutes.

10. Thank your lucky stars that every single day can be a fresh start if you choose it to be. One of the most important things I've learned in my life (and am still learning if I have to be honest) is that looking back and beating yourself up for what has been is a guaranteed method to feeling awful. The reality is that you determine the way your life is, but the amazing thing here is not that you're in charge of your direction, but that you have the power to influence or change it every single day. You can decide right now to turn this day around, to eat a healthy dinner, to go for an afternoon walk, or to keep waiting till everything's in place and you're finally 'ready'. So what's it going to be?

Thanks for reading!

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Or [here](#) to check out my 'official' book on holistic weight loss.

And click [here](#) if you have a question for me or would like to say hi.