

# The Choices You Make

Sermon Title: **The Choices You Make**

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Speaker: **Robert Dothard**

Links to audio sermon – *Windows Media Version is best, MP3 is 2<sup>nd</sup> best:*

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Good morning everyone. Here is an interview with our speaker this morning. Robert Dothard, a military man and his loving wife based in Williamsburg, Virginia. Both parents are God fearing, hard worker and instilled the value of a strong work ethic, healthy living and the importance of spiritual wellness to their son. Trainer Bob carried with him these values as an athlete, a personal trainer, a motivational speaker and an athletic entrepreneur.

Trainer Bob flourished in an active lifestyle at an early age. From 1976 to 1980, he liked a variety of sports like boxing, athletic ball and basketball at a military base where he lived with his family. Trainer Bob found his calling in the 90s. He was going to create his personal philosophy on the components of total wellness. He has created this possible by way of training his congregation.

Trainer Bob opened the first ball gym in Georgia and currently owns a business franchise. He has combined his MGM Construction with that of personal appearances recommended of total will. Trainer Bob has been a guest lecturer in elementary, middle, and high schools, and has done over 100 broadcasts and print medium statements on health and business. He also continues to be a pioneer in his field as a recognized business expert after having been the first male step instructor in history.

Trainer Bob remains passionate about his cause, and lessons, values, and the experiences of his clients. He finds purpose in helping and becoming a part of their uniqueness, and he lives as an example to despair of the myth that the intelligent and physically fit are uncommitted.

Everyone join me in welcoming Trainer Bob.

**Robert Dothard:** Thank you for that warm welcome. My life is a techy and she talked me into doing a website. I think it is a blessing that occurred because it is basically a way to promote yourself but it is all about you. So when they designed the website, the web designer asked me “Okay now, in the middle of your splash page, which is the first page on your website, we want you to put in a paragraph which you are all about.” I go “Okay, do not put me in that paragraph”. We looked in my splash page and everyone has my little fake million dollar bill hopefully. If you do not look, we have the truth. You will notice my name is not in there. It says, “God gave us all the potential for good health” and that is everybody in this room. Okay?

So we are going to talk from that premise today and the ultimate complement to me after this presentation is not that you remember me. It is more important that you remember the message, not the messenger. My message today is you have been given a gift of good health. What are you going to do with it? Okay?

So, the ultimate compliment to me is that you take action, not today, not just tomorrow, not until the heat that wears off from this talk. You take action everyday

just like you do in your life, okay? And if you take action towards your health then I think my being here would be worthwhile.

First of all, I want to thank you for inviting me to speak. Thank you again for inviting me and thank you for such an impressive company and a “faith face” company. I cannot tell you how many times I have gotten into trouble for speaking and what I call “faith face” terminology. For example I talk about being given “The gift of good health”. When you say that, you assume someone gave it to you, so that got me booted off saying them for a few years but they came back around. I am actually having another shoot for Dr. Gupta tomorrow.

I would like to start with a story of three people and thank you for getting this big board for me because I was never formally diagnosed with ADHD, ADD or whatever it was. I know when I go to church I have to sit in the front row and I end up getting into trouble, okay. So I started out in my parents’ church in the back because I knew I was going to get in trouble so nobody could see what I was doing. Now I sit in the front row because I cannot miss anything. I have to be right there and if not I sit two rows back and I am looking at the piece of fuzz on somebody’s sweater and I am focused on that.

The story I want to tell you to start is about three people; James, Heidi and Alexie. James and Heidi were married for 52 years, which is remarkable because I was surprised. I celebrated my 9<sup>th</sup> Wedding Anniversary on Wednesday and I did not think I would make it in 50 days and they made it 52 years, neither one finished high school. They both worked on farms. If you are familiar with working on the farm in the South when you are old enough to work, you worked. School was not that important in their families. It was more important that you worked. So neither one finished high school yet, I can attest to the fact that they are two of the smartest people I know.

When they retired, they were about the same age. James will always joke. He would always joke that he loves his wife because she was a full figured gal and he would say, “Not even a dog do not like a bone with no meat on it” and Heidi would joke because James was from Alabama that “only two good things came out from Alabama, I-20 East and my husband.” Life is about choices. James wants to be regarded sometimes with these choices. If any one smokes or knows someone who smokes, talk to them. Get them to do the patch, do the stick, and do the juice, whatever it takes for them to quit smoking. Heidi is 83 years young and lives on the LaGrange, still very active in church for sure and still walks everyday.

James and Heidi are my parents. I feel kind of cheesy when I hand out those million dollar bills at the beginning but if these were real, I would give any of them to get James back. Choices, I remember my father always talking about my mama and she would go walking “Look out there wasting no heart beats”. Look how I kept walking everyday. She is going to be a hit. He would get on his tractor. Now they only lived on 10 acres in La Grange, and he had one of those green acres tractors, okay. Instead of

their smoker's pipe, he did not like exercise. "We need to eat right" the doctor would tell them.

They had a thing about catfish. They cooked it in a kettle and that is where they just dropped it in. They throw up some catfish and we would eat a crab till there was nothing left but the eyes, but he would not eat what was good for him and he knew better. These are smart people. My mom still lives in the La Grange, we went to visit her two weeks ago. I was in San Francisco last week for a convention and she is as beautiful as ever. Why do you think she always say "Black don't crack." She has a face as smooth as my baby's behind and I would love (inaudible) at home and I mean she got a couple of laugh lines and that is it. She is 83 years old. She is remarkable, remarkable but she walked everyday.

Now there was an exception when they have guests. I am 46 and my mom is 83 you can appreciate the fact that back, I always say in the day but when you have guests in your home, they did not lift a finger for anything. They stayed in the master's bedroom because you know you broke out the finest China. That was when the preacher came over but she would walk more before the guests came and would not walk when she had guests in our home and then she walks more afterwards which she planned ahead.

Alexie was my daughter. We lost her at birth. A birth defect called Trisomy13. You never heard of it? I pray you never did. It is wicked. It means your genetic code gets in a blender. Gets blended up, and you have things like no valves in your heart and there is just no survival. They have had Trisomy babies born with eyes in the middle of their forehead, no limbs and it is just brutal.

My father lost his life because of choices. Now admittedly, a lot of the choices were thrust upon him and when he went into the military during the Korean War and then at sea ration, they actually were given cigarettes and he became a life long smoker. My mom actually quit when my father stopped drinking and they changed a lot and it was remarkable to see. Some of the things my father did right and there were many, many things he did right.

First of all, I went to private school. You have to understand, my father was an enlisted officer. He did not share a lot of the salaries that many of you probably have in such a successful company. He was an E-7 after 24 years in the military. As a matter of fact, he did not appreciate the fact that I turned down a nomination to one of our finer academies and I could have gotten a rank in 4 years that he could not get in 24, but he was remarkable in that and all my years I was the first person in my family who graduated from college and I would always call them when I was making a big decision because I knew they could just see through all of the stuff.

I cannot tell you how many times I heard “Son, does that even make sense to you?” and he would just see through whatever I was thinking about doing and just take me to the truth. My mom still can do that. I was engaged before I got married and I remember taking my other fiancé down to my parent’s house and they did not want to meet someone until they had a ring. We do not need to meet them. Put a ring on her and bring her down. So, we did not talk and I remember they kept asking “What do you all talk about? We all have this in common and we do this—. Yes, I understand that. What do you all talk about?” and we ended breaking up because we could not communicate. We did not talk to each other. We talk to people around us, smart, smart, smart people and I played five sports in high school and I was a collegiate. I walked on scholarship athlete at Virginia Commonwealth University.

My father never played catch with me, never taught me any sport. I learned sports at a military base but I had the opportunity of going to a military base, free of charge and if anybody has ever been on a military base in the 70s and 80s, you could go with your I.D. card and you can get sneakers, socks, jock, shorts, and shirt, everything you needed with your I.D. card. It did not cost me a dime. I would spend all day on base. It was like club-med to me and I know it was hard to look at me at 220 pounds working toward my second black belt being a professional trainer. I was a 90-pound weakling and my sister used to beat me up on a weekly basis, and then when I got old to not to beat her up then that rule came out you cannot hit women. Well, that rule. Where was that rule when I was getting pummeled?

That was a rule that was in their household and I have honored that rule all my life. I was a 90-pound weakling, and that is how I got on CNN Fit Nation. They interviewed trainers from all over the country, famous trainers and they all went in, I am Mr. this, I am Mr. that, do this and I remember meeting with Matt Sloan and that is Dr. Sanjay Gupta’s producer and he goes “Why should we pick you out from all the trainers we have interviewed from all over the country?” and I said “Because I am a 90-pound weakling” he looked at me and go “Excuse me?”. I understand what it is like to go into a fitness center and wait till it is almost closed and go back weight training area in the back.

Back in the early 80s, they have like the (inaudible) and they have like a little free weight area in the back. I wait till it is almost empty and I go back feel light here and eventually the manager got tired of throwing me out of the gym that is why he gave me a job. It is my first job in the fitness center I have been in there ever since. So he did not know that he has changed my life by making his life a little bit more convenient, choices.

My father and me, bad choices healthwise and it cost him his life. Alexie never stood a chance. There are certain things that you cannot change, your age, your race, your sex, okay, you cannot change that.

Well, what we are going to talk about today are some of the things you can change but before you change anything before you change an action you have to realize that you have values. And unfortunately in my profession, a lot of people determine their value with the mirror. They look in the mirror, they look good that day, and they give themselves high value. If they do not, they do not. Unfortunately, we judge ourselves by the wrapper and I know since this is a faith based company, it goes deeper than that and I want to tell you why it goes deeper than that because of most of the things that are of value, you cannot even see.

I did a little research yesterday after we talked because I have done this before but I have not done it in a number of years and I just want to see some of the cause. I looked up, just googled it and this was from yesterday. What are you all thinking? I am pulling something over and you can go Google this as soon as we get done.

A heart transplant, not only is a transplant expensive but the medications and the follow up are expensive because you spend a lot of time in a place called "ICU." So, it ranges from \$200,000.00 to \$400,000.00 initial cost. That is before your time in rehab, ICU and all the medications. So let us find the point in the middle, \$300,000.00, okay? That is for your heart. I said, "Well that is great!" Everybody knows that heart transplant costs a lot but what about something that you can damage just in your day to day life, in addition to your heart because we all know heart disease is the big killer.

What about our liver? That is something I think a lot about. Think about my liver, I do not drink; diet cokes and coffee are really two of my only vices. So, estimated first year charge and I promise I have a point. Estimated annual follow up charge, 21k and I was like, "\$21,000.00 follow up!" and I am like "What is the deal?" so I looked up. Let me tell you, there are nine medications that you have to take. Monthly cost of the first medication because I cannot pronounce it, is \$1,500.00. Monthly cost of the second medication \$800.00, I am sorry, these are monthly cost. I do not know if I am mentioning that. Monthly cost of the third medication is just \$5.00. Monthly cost of the seventh medication is \$2,190.00 monthly, it is an injection. So you have to go to the hospital again. What are we up to? \$600.00 plus follow up, easy to assume 800k? Is that easy to assume? And that is heart and liver.

How many people, when you look in the mirror this morning were thinking about your heart and your liver? I was not. I was thinking about "Men! I cannot believe I have gone through every bad black hairstyle known to man." I started out with an Afro because I went to a private academy, could not have hair on your collar so I had anybody come to me with an Angela Davis outfit. That is really popular now. I wish I can grow it again but I cannot. I had a flat top hair, Jerry Curl, shag, any of these ring your bell? Okay, maybe I am alone.

My parent's preacher would say "Dr. Evans, you all do not want to hear me. Did you not?" all right that is understandable. Value; again, I pass out a cheese, in my million dollar bill. I have been using that for a while now. Is it really cheesy? I mean, you look in the mirror and you think about just the things that you cannot even see are worth millions. That is good enough, value.

What if you had a house? Some of you may have a house valued over a million. Would you open a front door to take garbage can to fill garbage in it? I doubt it. How many people have had fast food in the last week? In the house that God gave you? Throwing garbage in the house, hey I raise my hand every Sunday, my Sunday's and my Sunday school class and he takes his friend Evan whose parents do not even go to church but Evan calls us every week and say "Mr. Robert can I go to church with you and Alex?" and I said "Sure, get in". Every week we go by McDonald's, every week because I do not have to unstrap him. That on going by seven by the way and it is right Avenue 6. I am filling rock from my glass house. I believe a good preacher that preaches from weaknesses and this is my fitness ministry. Lord knows I do not need to be in the pool pit, but when it comes to fitness, we need this message.

So you have a multimillion dollar gift you are being given, how would you feel? How would you feel if you bought me a house, a million dollar house? Would you come by and garbage thrown to the front door and it is not kept up? I would assume you would sit me down and have a little talk. My father used to call it "Come to Jesus meet". That used to be right before the time my back side be torn off by something sharp or something that you wore out his waist. And also in that generation we had to pick out our own switch. That is brutal. I am like Richard Price. He goes "plants" and I would pull over the side road and rip them off. You would be pretty upset I would imagine.

We have already established you have been given a gift. You have been given a gift and I can say it is God's gift. Anybody here got a check here when they were born? I did not think so. I did not either. So it is a gift, a multimillion dollar gift. How do you think I would feel about how you are taking care of that gift? I know, I would be ticked because I have known work at Shepherd and I will tell you what, I tripped the elevator today and yesterday when I came here but before I do volunteer work at Shepherd, I do not take elevators for months. I am just so thankful I have two legs that work after seeing so many people who have legs that do not work and some of those stories are brutal. There are people from—there is a kid from the Middle East. He came over here and I told Janet about the story yesterday.

This young man came to Atlanta, got in a car accident. He is at Shepherd. His family cannot afford to fly him back. He goes out of Shepherd one time a month. He is bed ridden. He will die in Shepherd. Do you want to know what your health is worth? Try lying in bed for a month and getting out of bed once a month, or buy you physical therapist so you do not get bed sores. And by the way the last bed sore he got and I do not know if you are familiar with bed sores? Have you ever been to a senior center?

Like it is the way the muscle just deteriorates, like you poured acid on it. They had to take his Hamstring and pull it up to his hip to give him a butt. So, that is what happens when you do not take care of your body or when you lay your body to fail.

You have a gift. And I love to be able to say it is God's gift. Now my point in this presentation is not to beat you up. I love that scene in the Lion King where the little characters go "Put your behind, behind you". If this is today and this is yesterday and everyday before, I cannot do a thing about this, nothing unless I get that flexed capacity thing, I kind of like that idea and go back and beat up the neighborhood bully. That is the first thing I would do because he used to wear me out too and one with my sister but from here, going forward, totally within you people and I know because I have spent 20 years sitting in my office and I call the chair in my office "The hot seat." People get on "The hot seat" and I make them uncomfortable because they are sitting there telling me why they cannot have a healthy lifestyle and I am sitting there and telling them why they can.

I have been doing this for 20 years. They have been in my office for 20 minutes. Who do you think is going to win that argument? And I have got tons of ammunition. That is not the first time I have gone through the web to find out information because I pulled stuff on line. People send me their medical history, their medications and some of them like I said I cannot even pronounce. I have to look them up and you would be amazed at how many people are on medication that you see everyday; antidepressants, anti-anxiety, anti-this, anti-that, stimulate this, lower that and it is amazing.

As a matter of fact, it is very rare where I meet people who are not on some type of medication. I take one thing everyday, a multivitamins. I do not even have an Aspirin in my medicine cabinet if I get a headache because normally when I get a headache, I have not eaten in a while. My wife is the pharmacy and whenever I need, if I cannot sleep, if I got a runny nose, I just come to her. She goes "Oh, yes I got this blue one, you got to cut this blue one in half" you want to take the whole blue one.

The whole thing about my website is to give you credentials. The whole point of my website, the whole point of what I do is so that you will listen to me. That is why you have seen it. That is why I have done stuff with former presidents and lots of other so people would listen to me and if you will listen to me you will understand that it is not about me. It is about you and if you. If you understand what you have been given, you will understand that you can monk up a good thing and I used the financial example all the time and I will tell you what my wife told me, for someone with hideous clothes and no drug habit, she cannot believe how much money I went through when I was single and I just thought I was "the business." I would go in, call a restaurant "This is Robert and I will be there in five minutes". I did not think I would have to take out loans for each one of my fitness center. I did not think I would struggle with paying

down payment on the house because we were having a second child and I thought I needed a bigger house.

I struggled because I was such a bad steward of my finances when I was single and I am proud to say when I was single. I can tell you where every dime of my business goes. Straight of the top I could tell you what “temple” thinks of. Every dime in my business I could tell you where it goes. I have got four people watching. I have got a great accountant. I have got a wife who is a CFO and I have got two managers. So if I want to play dirty cool with my finances? I have got to get four people to jump on board with me. I was listening to the news unaware wherein they are trying to sue all these investment companies with Enron because they said “Well, Enron could not pull off that fraud and all these investment company like (inaudible) and all these people falling in the line. Yes, they should go after him because they are just as crooked as Enron was.

I cannot do anything about the money I blew, but I can tell you I am a good steward now and my wife and I have never made more and we have never given more than we have in the last few years. Now, I think, hopefully, you have a reason to listen to me because I am about to tune into your favorite radio station, WI-FM. My favorite radio station, what is in it for me because I do not know your situation? I do not know your health concerns. I do not of your time restraints.

You know my sister is a single mom and I do not know how she does it. I have got a woman in every floor of my house. I got mother-in-law at the basement, wife on the main, nanny on the third floor and I still struggle to take care of two boys. Four people taking care of two children. It does not seem that hard, does it? We struggle like everybody else. In schedule, who is going to pick up, who is going to drop off and my sister does it with two boys by herself. I still do not know how she does it and still finds time to be soccer mom and everything else, too little bit of an over achiever now. It took her a while to get there but she is a remarkable woman.

So, I do not your situation. I do not even know your health but you know what I do know? I do know who created you and I do know you are perfect by design, Okay? Everybody familiar with nice car and ND and all of these nice vehicles that you see, I saw a nice one when I came in the parking lot. That is the head light and that is the tail light. You can tell art is not in my future.

Now, we laugh but there are a lot of people that place more value on what they drive than their own health. I have had people buy a new car and stop treatment and you know what I will know at the end of the presentation? When you take action? If you put two things towards your health, I will know that your health is important to you; time and resources.

One of the things I love about the airport, like I said I flew to San Francisco last week are people. I love people watching and especially children because I am still trying to figure out how to raise my own. I had a great example in my parents but I will see kids and they just looked disheveled, they just look a mess and they lived with their parents and they are a mess. They are unorganized. They are not paying attention to their children and it is obvious to me that either they do not know or they do not care to know, but you can look at the child and tell something is not right in the way that they are being raised or obviously in the way they are acting. Then I will see some children and I hope my 7-year-old at least falls in this category, my 11-month-old is just going to be beating up people for much money, I can just see it. But my 7-year-old, everybody always compliments me “Oh, he is so well behaved. He is so mild mannered” I am like “I am sorry, my boy? You did not see him at home, he would tear off the plant, and we told him not to play with it.”

But you look at a child that is well kept, that is well mannered and you can tell the parent has put time and resources into that child. Then maybe turn up that child's behind when they need it because I believe in that. My son may fear me now, I hope he will love me later and I feared my father. My father was a master sergeant in the military. You do not think I feared him? “Yes sir, no sir” for many years and then when I got to the point where I could physically over take my father, I would not even raise my voice to him because that is what respect and love will do. Time and resources, I tell people all the time “Why can you not find time to do anything?” did you sleep eight hours last night? Sleep seven and a half. You get up after seven and a half hours walk 15 minutes out your front door and 15 minutes back.

I love overcoming excuses. One of my projects with Fit Nation this year I had three send-in correspondents that I trained for 12 weeks. One was Ed Lavanderon, he was a special case to me because Ed's father died at 52 and Ed is 38. He is—well he was 365 pounds. I only met Ed twice. He flew here, I flew to Dallas. He is the Midwest bureau chief, so if ever you see a flood in the Midwest, live time to correspondent will be Ed Lavanderon. You can tell it by his name, Mexican. Love stuff with tortillas in it. That brother would eat bark if you wrap it in a Tortilla.

Ed did not want to do what I told him to do and I said “You know what Ed, I am going to put it in the blog this week so you know I had the time” and this blog was world wide, CNN.com we did a blog every week, I said “If Ed, does not start doing what I am suggesting, he will die.” That went out world wide blog. Ed started listening to me after that. He did not like me but he listened to me and I found over the years that people that liked you will talk to you. People that respect you will take your advice to heart and use your counsel. I had people that may not like me in person. I am an extrovert, I am an extrovert, extrovert. I had a lot of clients that are introverts and they do not want to be trained by me. They do not even like being around me. I can see when they are around me they are “He is going to talk and yell at me and use his

hands a lot” you can just see it but in my training center, following my system and their health is improving.

So Ed Lavanderon in 12 weeks lost 60 pounds. It is hard to break that 300 pound barrier. He could not do it. He stopped at 305 but I cannot tell you how many times in those session remarkable results by the way, if anybody has ever lost 60 pounds and annoyed by that is remarkable in 12 weeks. He would text me, they text me their nutrition and their exercise everyday, all three of them and he would go “Oh, I am in a flood ravaged town in Austin and I cannot do my cardio today” “Ed, I saw your live feed. I am in the gym. I see your live feed.” The live truck is there right? He text me back “Yes” and I am like “Where is the live truck on?” He text me back “I do not understand the question?” “What are the wheels of the live truck on? The road, then get out. Put on your shoes and walk.”

I have gone to towns in South Carolina; did you not have a gym? It did not stop me from working out? “Nope”, I have done build-up in the gyms that did not have any equipment and did that stop me from working out? “Nope” and again it is not about my fitness. When I got married it was very hard for me to button up my finances but you know what? I have seen poor. Remember my father is from Alabama. Anybody has been to poor parts in Alabama? When you see those houses and they say “That is about to fall in any minute” and people live in them? People still use an out houses. That goes on today, all right?

I have seen poor and I do not want to be there and I know if I am a good steward of resources, I would not be. Well, you can give in to health and you may say “Oh, Robert you do not know my health”. Well, everybody walked in here, right? You have been given good health. Everybody can hear me, right? See me? Okay and you know anybody that cannot hear, cannot see? You take for granted what you got. Go to Shepherd’s Center, go to any hospital, volunteer, find out some people that has some serious problems and you will turn it around. I promise you.

What is in it for you? What is in it for you is all about my mission. I have a multi-tier, multi-level marketing stamp and I am going to let you in on right now. I think each of you have a circle of influence on a thousand people. That is what I think. Social religious organizations, family, friends, neighborhood association, I know I am a member of CAD Chamber of Better Business Bureau, rotary, whatever else, professional organizations. So here is the deal, I do not know what your personal bulls eye is. I have heard a couple of people at my talks with Janet and initially that weight loss may be an issue.

Well I think if I can get you to lose weight, I can improve your health. If I improved your health, I know I am going to improve your family’s health. You are not going to eat better and then not have your family eat better. It is impossible. Just like you would not move into a million dollar mansion and leave your family living in

something less. You would not do it. So, you are going to take your family with you. There are people who are not only going to see your family now. They are going to see your healthy children later. They are going to see you change. What is the first question that they are going to ask you? "What are you doing? You have never looked better. You have so much energy." Then you are going to testify. First duty of a witness is to testify? That is why love Acts. People coming in the room all of a sudden they go out and they testify and change the world. What if they stayed in that room? What if this information stays in this room? Occupied in 90 minutes, did it change any lives? That is what it is all about.

I remember Sally and Leslie, a preacher, "When I grow up" we used to talk about your birth date, your death date, and that dash that dreaded dash and when I talk about these people, like I talk to my father I like to rub it in. Leslie and Sally realize I respect them. I respect them so much and they changed my life in a lot of ways but he used to go "What is that dash going to mean to you?" and when they put me in the ground and eat potato salad, it is going to mean I tried to help as many people as I could to reach a thousand people because once you change, once your family changes, people are going to notice. They are going to look at your children and go "Men! Look at those kids. They have an incredible energy. They are going to grow up and raise healthy kids" It is going to be exponential.

So I love those pyramid schemes. "You get to buy people and they get to buy people." I will make it a thousand people out of each of you because you are going take action. You are going to take action because you realize the gift that you have been given, not because I am a good talker, not because I have done something. It is because there is nothing I have done that you cannot do, if you would have sit in that office and not come out for a year, and you sir would have gone out and live the most active dynamic lifestyle that you can imagine. Is there anyone here that would disagree that he would be healthier than he would in a year?

Anybody would argue with that point? I do not care what your genetic code is, I do not care how much God given abilities you have been given in the athletics, if you are not using it you will lose it, and you will enjoy energy. I am 46-year-old I will pop out of them like a piece of toast. I am not saying that to brag, I saying, I am 46 I played five sports in high school, two in college, I compete in martial arts nationally for eight years. I do not have an ache or pain in my body, thank God. I take a vitamin everyday that is it. Can you say the same thing? And if you can, and many of you maybe able to, then here is my point, if you are healthy how do you stay healthy?

By continuing to do things that made you healthy to begin with. And if you are not in ultimate health, how do you get there? Well now, we are getting into my 20-year career because getting people to hit the bulls eye, and all I do when people come in I pay the same stupid looking bulls eye. I have been doing it for 20 years. It worked for the people they call the "buck head betties" when I train for a years in Buckhead and I

could do things surgeons could not do. I have had clients that have been augmented, sucked, tucked, nipped, I feel bad, I do not know. What do you say? People got more money in that sense? Nothing could beat what has already been put in place, what is already there, and that system is—and CNN spent thousands of dollars last year to figure this out, move more eat less, move more eat less. CNN spent—well, Comcast that spent thousands of dollars for CNN to figure out last year, went to seven cities.

And the program changed, it went to Emery thinking “we have all this obesity studies.” We get to Emery, eating disorders was the big thing. There were no overweight person in the house but there were some people that could use a biscuit. And you know people from Emery, these are smart people, these are not dumb people. These are people of means and resources, and they should know better but they do not act better and when you know better, you would do better. They cannot go back to my financial example only because I was such an idiot with my finances when I was single. And I wish somebody would have sat me down at 25 or 26-year-old and go. “Robert look, I know your making six figures. You think you are on the moon.

But let me tell you something, when you get to 30s, you are going to want to buy your own business and you do not want to take out a loan because that means someone has to approve the loan. You save your money, save \$10, 000.00 a year which at that time I was blowing on food eating out. Save that for 10 years then write a check for your business when you open it up. I wish somebody would have sat met down and did that. I do not blame my parents because my parents sent me to private school and on an enlisted officer salary. I told my mother a couple of weeks ago I do not know how she did it? My wife and I have good jobs and my son goes to a Montessori School and we are all, “Where are these money coming from? Because I am not giving up my massage” but I realized the sacrifice they had to make.

When I want to play basketball, I had new shoes. When I want to run track, I had track spikes and my father made sure I had that. Now I bought them on base and they were not any brand names but I had new shoes, I had an outfit that was clean, and I cannot say that I did not do well in sports because I was not well equipped, okay. I did a lot of things right. So if your bull’s eye has weight loss in it then I can help you. And this is going to be my last point that I will open up for your questions because I want to really focus on specific examples.

Janet shared this with me and I have had a lot of clients over the years and that have this problem. Let us take food as a big pill or an oblong pie. Say you are only eating one time a day. Your body can only absorbed so many nutrients in one sitting. For an average sized male, it is 45 may be 50 grams of protein, if you are in 30s or 40s, as you get older that protein consumption becomes less. Your nutritional requirements as far as the number of calories become less.

My point is, if you are only eating one time a day, say your body only absorbs half and then it excretes a little bit. Guess what it does with the rest, stores it. What is the one way to stores calories? There is only one way, "body fat." That is how your body absorbs food. Now, let us say you are taking in the same amount of calories, but you are splitting it up into two meals; better, three meals; better, four meals. You have three meals and a snack, because a lot of people eat lunch like 12 noon or 1:00, they do not eat dinner to 7:30 or 8:00, eat something.

If you ever get back to work and you cannot keep your head up. And then you get that diet Coke and your bouncing off the wall and people cannot stand to be around you because you are so animated you are talking with your hands and then an hour later you cannot keep your head up on your desk. You are spiking, that means your body does not know what to do. It is not taking enough calories just like, okay let us give him a little adrenalin, okay now we got a food, now we got to get the blood to the stomach and digest that. It does not know what to do but if you are taking in four meals a day and it is a reasonable meal, you have absorption rate plus excretion is almost a 100%, which means is, guess what it is not doing? Destroying it.

Now, what is my big assumption in this model? That you are going to take action. Now here is how I think I know you are going to take action, because you know you are valuable, you know that that was a gift that can be taken away in an accident on 285; tomorrow, today, an hour from now, that can be any of us. And you know how? I ask people all the time, "Are you eating a good diet?" "Yes" or they will go "No." How do you know? Everybody knows what a good balance diet is. The food pyramid has been around since 1931, the World War I when they created it. One thing I can say about the food pyramid now, and I got jacked up by the host of "In Contact" do you all remember that? Because I can further maintain to my defense bill, he was great. But it has an action figure on it now that represents exercise like a stick figure running up the pyramid.

And you know why I am still glad it is there? I told Angel Robertson the same thing, I am so glad it is there because if you just diet, by the way, do you ever notice the word diet as in diet? Do you ever notice that? Okay, or maybe it is just me. Your odds of success for a long-term improvement of your health is 10%. Jenny Craig will not tell you that, Kirsty Allie will not tell you that but you know what professional trainers will not tell you? If you just work out, just work out, your odds of success, long term 10%.

My profession will not tell you that. You know why? Because we are failing, if I were to give my profession a grade, it would be an F+. Because every time I read an obesity study, I think it is our fault because we come in holier than thou, flexing our traps, and we forget about the person we are talking to. I do conferences all over the country, and the first thing I tell is what my mother used to tell me, because you can tell I am a

talker, “You got one mouth and two ears, use them appropriately.” Or proportionally, she would say.

Trainers do not listen, someone will come in and go “I do not care what you want me to do, I hate running.” What is the first thing I tell them, “You need to get out and run.” It is retarded and I see it over and over. My last convention in Anaheim, I had a trainer that came up to me and you can tell he was just a good old boy, he wanted to do a good job, he is probably from some small town in the Midwest who just comes up to me and goes, “I liked your presentation. How do I help my people?” Now, did I mention that this guy was almost 300 pounds? Ex-football player, probably the strongest guy in the town, he is naturally the trainer. And I said, “Buddy, you need to read your own book.”

And I stand before you on the same weight and body fat at 46 as I was when I was 26, and I am saying that to brag. I am here to tell you I am not that special, God did not give me any special ability to walk that you do not have. My wife thinks I am psychotic but we come in from dinner or something and I have not done my cardio that day, I get on my recumbent stationary bike we picked up at “Play It Again Sports” for \$300.00 eight years ago. I would get on that recumbent stationary bike. I do not care how late it is. It is quiet, it does not bother anybody. It is in the basement. I get on it for 30 minutes. I knock out my 30 minutes and she goes, “You are an animal” and I am like, “Yes, but I can get in front of you with a clear conscience.”

I do like preachers that preach from their own weakness but I do not want preachers preaching to me on Sunday that has been on Buckhead on Saturday night. So, it is okay to preach from your weakness, but it should not be a weakness now if you are doing it. It should not be. So fitness should not be my weakness. Finances should not be my weakness because I know better. Guess what would happen if you put proper nutrition because I hate the word “diet” and regular exercise together? It is conversed, 90% chance of long-term success, that is how I have made a living. That little equation right there is how I booked appointments at a \$1,000.00 a day all over the country.

They are paying me to tell them they need to work out and eat better. I love this country. I have gotten away from it but let us go back to WI-FM. I do not care what your past is. I care about your current and your future, because again I do not know your situation. I do not know how much time or little time you have but I do know you are perfect by design. There is nothing wrong with the product. You just got to activate that switch, whatever it is for you. Some people if you do not like to run, get on a recumbent bike, “Man, they are the best!” I love it because I can read, I can write, I can do anything on a recumbent bike. I love it. I hate the Stairmaster. That kills me, I get on a Stairmaster I have to put towels down, all around it because I am just— everywhere, sweating like I took a bath.

But you have all the resources at your disposal. I do not know if you know this a running trail called Cocker and Shoals, as a crow flies about 300 yards from this building right down the hill, there are two interests, one on both sides of the river. It costs you \$3.00 to park. It is beautiful. Ever since they had the parking fees, they have totally redone it, resurfaced it, it has a walk, and it goes right along the Chattahoochee. In the hottest day of the summer you get the coolest breeze off the water. It is gorgeous!

Silver Comet Trail. I probably got about five racks in my SUV and I could take all the families bikes, I can even take the mother-in-law and we can all go cycling into Silver Comet Trail, we do not have to worry about traffic. It is free. You have already paid for it. It is a county to county system there. Eventually, it is part of rails to trails. They are going to have it go all the way all across the country. Incredible! Yes, beautiful hiking trails in the North Georgia Mountains. I know all the things are dying anyway because we do not have any water but North Georgia is just beautiful this time of the year.

Kennesaw mountain, I hiked Kennesaw mountain. I have lived at East Comp for at least ten years now. I have never hiked the mountains. They are just not my thing to do. I hiked it, it would kill me. I got to the top and I am like, "Do they have an elevator or a tram or something here?" I was dying. It was a great work-out. I really had a good time.

So, as I open up for the question and answers, I will know you have listened to me if you take action. How do you take action? You take your time and your resources and you get creative. If you like the outdoors maybe hiking is your thing. Not an outdoor person; if they do not have room service call them and say "I am just not an outdoor person. I am an inside person." I was in San Francisco, one of the most beautiful cities to run in I think in the country, and I ran one day and the other day I was inside. Because when you run up those hills, and there was a box of newspapers. One leg was this long, one leg was that long, same box of newspapers. If they can get that up the hill, the grade on the hill is right down Lumbar which is a crook at the streets in the country, it was brutal. I had a great run, I did not want to do more than once. Every other time I was in air conditioned beautiful work-out facility.

So, it can be free, it can be Silver Comet Trail, it can be Cocker and Shoals, it can be right outside your front door like I told Ed. Are there results there? Ed Lavandero lost 60 pounds. His boss stationed at the (inaudible) who is stationed at the Center is still working out at my center. She is probably only at 30 pounds but what is she does not know and this was on CNN blog so it is out there, she had the gastric band, the lap band surgery and it broke twice. Not only has it not broken, but she has lost double digit weight for the first time since she had the procedure

And Matt Sloan was the third person, young, just got engaged, he is in his twenties; every excuse in the raw. I mean, every schedule is just brutal. Most of them keep their back pack by the door because they get paged at any time and have to head to the airport. So their schedule is brutal, as brutal as anybody's here and just, I did not accept excuses. 5 or 30 minutes in your day and move, and I tell you I do not care if it is right here. It is "monsooning" outside, well get in my house march it in place. I love those two songs at the beginning, loved it! You know what that was? That was aerobics by God. It is great!

You do not think there are health benefits to moving like that? You are wrong. So when you think of what you eat, think of what you eat. Think about that door or that million dollar home, taking that trash, putting it in. It is your temple, God given, paid for. What are you going to put in it? How are you going to treat it? And then the people around you, are you going to let them not work out, not eat right? I just do not see it.

I know my sister is a single mom and if she is not going to eat better, and it will have her sons not eat well which is not going to happen. So questions and I know if you do not have any questions, I did one or two things. I either gave you too much information or I gorged you to tears? So hopefully you were not bored. But what are your questions? And it can be anything on the board. Yes sir.

**Male:** What is your personal recommendation on a minimum level and an optimum level on exercise for a week?

**Robert Dothard:** First of all, it is a very good question because that varies per individual. I would tell you, go with what you know. If you are an athletic person, and walking 30 minutes "It is not going to do anything for me." Do something more. If you are the type of person walking just fine in 30 minutes to walk, is it challenge for you? Then maybe that is a great place to start but always listen to your body. Soreness is okay, pain is not. Understand the difference between the two. If I go walking, and my quads are sore, that is lactic acid. That is your body sending acid to your quads saying "Stop whatever you are doing." It is a defense mechanism of your body.

If my knee hurts then that is a different story, then I need to check my shoes. Your shoes should be replaced every six months no matter how good they look if you get traditional shoes that are outside of (inaudible) like Nike Air or something, they have what is called EVA which is nothing but rubber with air pockets in it. So once that rubber compresses and those air pockets are gone, your cushion is gone which means the shock goes to your foot, hit your knee, hit your hip. A lot of chiropractors will solve hip adjustments, will solve back problems by getting people to buy a \$60.00 pair of shoes. Did I answer your question?

**Male:** Yes.

**Robert Dothard:** Anything guys come on. People pay me a lot of money to ask me, “Okay, what do I do? How do I get there from here?” And again, that is going to vary per individual because for example I got four hours of sleep last night, I feel great. I feel kind of a West Coast time and just could not shut down. So you know I got some work done. I love to go in to my PC and log-in to your office computer but I feel fine. But my wife did not get eight hours; I am leaving the house because she ain’t right. I can tell when she has got enough sleep because she will wake up, “love you, love you too!” She got eight hour sleep. But if she wake up and go “are you going to take the dry-cleaning or what?” That is when I make the coffee. I got this. But it does vary.

Stress can really affect your amount of sleep and it’s inverse actually. A lot of times when you are under a lot of stress, you oversleep. Sleep is an escape. Okay and that is not coming from me, that is coming from the medical community. But stress can really break habit on your new system. Now we all have stress but it is how you manage stress. So it is a good question and it does vary. Some people can go very little sleep and I am one of those people.

I shared it earlier that I worked in-house of Bush for five years and I love it because I work in-house of Bush for three days and a personal trainer for three days. So if you are not going to train, you probably are going to drink beer. So I said (inaudible). But we were on 12-hour rotating shifts so for 30 days we worked 7 a.m. till 7 p.m. Then for 30 days, we worked 7 p.m. till 7 a.m. I was living and binding. I’d go rush hour traffic to get to work, worked 12 hours and face rush hour traffic going home. Let met tell you, “it was brutal” and I tell you took those.

Have you ever been so tired? You had a stoplight when you fall asleep. I was so tired when I was driving home. If I have stopped the stoplight, I will put my car at the park and put breaks on. I am not kidding you. Just in case I fall asleep so I will not roll up and hit someone. But I fall asleep at stoplight I have been so tired. So I was getting way too little sleep on that. Because of the rush hour traffic both ways but I was getting maybe three or four hour sleep over those three days and not last a day. I mean I am so thankful I did not kill myself or somebody else. Because those idiot bumps on the side if you ever put of the interstate today that they got little reds on the side of the road that go, “wake up!” You will roll over and I have hit them a couple of times and they saved me.

But you want to make sure sleep deprivation is not part of your life and if you are under a lot of stress, realize that it can work the other way. You find yourself sleeping a lot more than you should. Maybe and you check your stress level. Yes, sir?

**Male:** What are your recommendations for working out with little kids like ages 7 to like 15?

**Robert Dothard:** Great question! I always and I have 20 kids in my Sunday to a class in addition to my own two; and I just love find out what they want to do. I asked my son and his friend Abet, "What do you guys want to do today?" And I have different couple of options. You know maybe U.S. play. You know, one day, I went to a train museum in Kennesaw which has been interesting because that is where we living as you go across the tracks there is like more ruble flies you have ever seen in your life. And I am thinking, okay we do not want to get a fly from that store, but was just interesting I forgot it was a locomotive of southern history so we got kind of interested because they are great train race.

They make it seem like the northern people I want to end the civil war we are bad guys. But I we did that one day. We did U.S. play one day. We went to a Silver Comet Trail one day but I asked them. So a lot of times, when you are dealing with kids, do what they want to do? If they want to play dodge ball, play dodge ball or let them play dodge ball. Or find somewhere where they can get out and run. Even here play in the street.

We played football between the cars coming in this subdivision. We are trying to get the game in and I was called the (inaudible) kid. Because I would get home like an hour before my parents got home and we were allowed to play within the neighborhood but not go outside the neighborhood. Now this is back in the day when your kids could go outside. And I would get beeped by my neighbors. If Mr. Palm saw me just somewhere, she will tear me up I get home and get home and get another spanking. Okay, your neighbors could spank your kids. So we would play football and then when the parents got out. We have to game because the cars will be coming in the subdivision. We play in the road, football. That was an interesting time.

**Man:** Actually I have a son who is 13, could you say about this B-thing about growing and I just read to start working out well and the trainer was saying that you could still breaking the man to workout because he can still work with. Sometimes he cannot walk and stuff but he is going to stretch it but I just want to know that pretty consistent because he is going to workout.

**Robert Dothard:** Yes, he can workout. That pain is real by the way, it is not your son. He must be a tall young man.

**Male:** Well he has grew a lot over like the last two or three months.

**Robert Dothard:** Okay! But that pain is real and I would say do anything to make him feel comfortable? He doesn't have to stop working out but I would really caution against him being uncomfortable. Because if kids are uncomfortable, they are in pain, they are going to shy away from whatever you are trying to stand toward. So, I always recommend ice, ibuprofen, something like that and it is the same thing I use. You look at a 30-million dollar picture when they go to the first thing they pack the

shoulder is ice. They ain't no better cure. If it hurts, ice it. After the day of inflammation, so say you take an aerobic class. Your first aerobic class in ten years and you go in and your knees hurt or your elbows hurt, ice it. The day after that is when you heat. Okay but if your child ever injures himself always think RICE. Rest, ice, compression, elevation, and it is the mere cure.

My son fell backwards down our little deck stairs half down but it is made out of wood so he has got bumps and scrapes and of course, her mother had to call me and break the news to me. You know how they give me that call? First of all, everybody is okay then they tell you the news. Okay, what are you not telling me? Your son did a back flip off the deck. We have a little guard rails on the decks so the baby cannot go down the steps but the baby should not be 50 pounds and seven years old. So my son sitting on that gate and it just gave way. He went halfway down the steps. But I say whatever swollen, ice it. If he said, his head hurts, take him to the hospital. I don't play with head injuries.

If they hit their head, you just don't know what is going on. So everything else you can ice. In my house, you have to be bleeding or running the temperature. Because I remember boy, you have those when you wake up, "Ma, it feels so good." You ain't bleeding, let me get the thermometer. No, no temperature. Muscles awake! Grab a pop chart on your way out. Yes sir?

**Male:** Still when they are saying, what if you have kids that do not like to workout? Like I coach the football? I got parents bringing their kids out there just get them active. Someone with all the weight, he doesn't like to run. What do you do to motivate or what do you recommend doing?

**Robert Dothard:** Well I give you an example when I coached in the Con court soccer. I got to play with soccer in college so I took these kids, they had four teams. My team was made from all the kids that were cut from the first four. So I took them I made two promises, you will hate practice and love the games because the games would be like a day off and everything I have you to do, I will do first and I will do with you. So I did all the workout, they were doing division one soccer drills and first thing I did was foul the parents from practice. When they drop-off the children I said, "You are dismissed." And they are going to excuse me, I am like you can go walk, you can go for a drive but you cannot be here. And if you want to stay here, you can take your child.

You set your parameters. You are the coach. You are in-charge of that child for an hour. You are in-charge of their safety, you are in-charge of their preparedness for a game, and you are in-charge. Act like it. If you have to fire parents, fire them. Send them away. And then when you get the kids alone, go "I am in-charge." If you don't believe me look around and then you set the parameters. And I told them, "You will hate practice and love the games. Everything you do, I will do." That team happens to go undefeated. We did not win games and one-nothing. We won games 11-2, 9-1.

One woman came out and goes, “you brought something out in my son. It’s manhood.” But it was not ability as a coach. You have to put them in an environment where they know you are in charge and kids know. My son is school kid I had the worse of the worse because I am the only male smart group leader in my room. There are 450 kids. And they sent all the bad boys to me and two girls and what was great was that I take them out. Take them out for walk. Hear what was going on, what’s this, what’s that, and bring them back in and make them apologize. Well, they do not know what was going out at the hall. All they knew is Mr. Robert takes them for a walk out in the hall and when they come back, they are apologizing.

All the teachers are used as a threat so when they kid on the summer, he doesn’t want to go for a walk with Mr. Robert, do you? But I tell you, it was so rewarding because one of the kids then who kept every week, I will start looking for a three 6’s in its forehead. I said there is something wrong with this kid. I can’t monitor her sugar, whatever. Into the ER, they are asking the same question. What did you get out of your tummy Mr. Robert this year? And I did every kid before I got to bed. I said, “Oh boy, please! Ben, what did you get out of here a year with Mr. Robert? I can talk to Jesus whenever I want and I do not need you or my parents around.” He got it. The one kid I thought was demon possessed and he is in my group this year. He is like, “Mr. Rob what can I do to help?” Because you know we have little activities out. “What can I do to help?” This is the kid I thought was demon-possessed.

You put him in an environment. Every week, you just put that time, put your resources toward them and I am telling you it is just magic. I call it a God thing but it just happens. If your issue is weight loss and I just want to address this because Jeanne brought it out, okay! If your issue is weight loss, all you have to remember is “I got to eat less and move more.” I will give you an example. For me, I love lasagna. Guess, my mother-in-law made one when I got back. Guess, what time I got home last night? 10:30. Eating lasagna at 10:30 is a no-out who you are. I am a professional trainer and I didn’t try to pull it off. Because I tell what, I would have gone to bed with a smile on my face and slept good instead I didn’t and I didn’t go to sleep until (inaudible). It was just five interceptions going back and forth. But I have lasagna right there, all I have to do is heat it, three minutes, and it was mine. And I had nobody tell me no. I didn’t do it because I know I’d have to pay a price, and I’m going to pay it this morning, I’m going to get up early, and I need to be here.

So, realize what your weaknesses are. My kid has to hide his Halloween candy because daddy has a rule. If I find it, I leave a note “bad hiding spot, dad” and it’s gone. It’s gone. I don’t have any will powers so I don’t put myself in that condition and I tell you, my man put it better. He goes draw a line for yourself with certain things and at the time. He was preaching about sexual morality. He is like you know I don’t put myself alone with women outside my wife. He goes, so that I saw

happening with woman while I am alone or not because he set that parameter as mine.

For me, it's chocolate. You are not allowed to put chocolate in my house where I can find it. I am not going to go hunting for it but do not sit in on the counter. Do not put it in Hershey's kisses and put in a jar because I am going to eat it. But I do not put the temptation in my face. Whatever your temptation is, whatever it is. Some people are salty people. Some people are sugar people. I am a sugar person so I do not keep sugar within my line of vision. But I will go hunting for it. But if you put it out it is going to be gone. I am going to leave a note. "Don't put anymore chocolate out where I can find it, dad!" And they know, I don't have that problem but I do have temptation like I have lasagna waiting for me when I get home.

So you will have temptations but realized draw your own personal boundaries. If it is fast food and I the same temptation coming down the road. I have breakfast at the Bagel Place all for Paris berry. But I passed by three McDonald's to get to that. It takes a little bit longer but it is real food. I can see the egg being cracked. I can see the cheese. I can see the bagel. I don't know what comes in the truck from McDonald's. I do not know where that truck comes from. But I am not putting down McDonald's or fast food. I mean I love chick fillet I think it is a great company and I do eat chick fillet and I think it is some of the healthiest food out there. But you know it is fast food and if you make a constant diet of that that is a mistake.

When it comes to activity you just need to move more and I'll make this my final portion because I know I am out of time. Trainers do work with four variables to make you fit: frequency, intensity, time, and tight. Frequency is how often you train. Intensity is how hard, how long in the exercise that you are doing. This is where most personal trainers live. They change your exercise. But I manipulate all the variables. I ask people, what are you doing now, how many times you are walking, and well I walk maybe two days a week. On the scale from 1 to 10, 1 being this and 10 being there is only one outfit in your size and three people are walking for it. The women heard me.

All the guys like what's the big deal. Go on line. Intensity, how hard, say a five, you are walking for 30 minutes. You are walking. Okay, because you told me running is out. What am I going to tell you? Well, maybe walking is still cool. Maybe you go for 45 minutes. Maybe it's more time. Maybe you walk harder or having an incline. So many people love treadmills and they walk on the same program, the same incline and I come over and I just punch it up to 3% incline. Oh, I felt that my butt is. Yes, it is the cheapest buttless out there, a treadmill with a 3-5% incline. Intensity, incline, speed. I am taping a CNN segment tomorrow for Dr. Gupta's by Squad, they are going to air this week and next week on house call. This is going to be on air. It's simple exercise that people can do.

One of the things when people walk upstairs is they can do what is called group-press. You press and you come up and you see people in gym do that. They look all good. You know why it looks good, it works. If I were to have you stand up right now, I won't do it. But if you are at home, try this when you get home ladies. Remember your butt is not like this. Your muscle fibers on your butt are actually 45-degree angle. They are certainly right above the tailbone. So if you come from this position and go to a 45-degree angle, so you are here and you go 45 degrees. You are going a long the contraction of your gluts. Just do that and after you do a few, hold it right there. You know what is going to happen. You will start going and lactic acid is going to build up you are going to feel a burn right there. It is working. It didn't cost you a thing. You use gravity. After you do that a couple of times, get a walk for 30 minutes. You just had a workout that is as good as any workout in the city. Okay, but it did.

I haven't used all the variables. I can always manipulate the variables and when I talk to trainers, I say manipulate means variables instead of doing just one, because all trainers want what new exercise you got. What you got? None. Make your clients fit. What does that mean? Talk to your clients. What does that mean for them? Is it weight loss? Is it a time issue? Is it a resource issue? So listen to your client and find how to make your client more fit. Okay and I do have this in my book and I will make sure that on that tape you may now avail, you have my contact information and my left side of the document. Is my book (inaudible)? No. I put together one of my trainers because we are frustrated every year, new year you hear the same new commercials. The same products and I said when are people going to put the real deal out there.

Did you buy a juicer, a slicer, a bezel, a stair master, a bike, God gave you everything you need sitting in your sits right now. That is the real deal and that's what in my book is about. It is about common sense. It's Q&A format. It is just like that you were sitting in my office talking to me. But the main thing is how to make people fit. Okay and I will know you'll take action if you put time and resources towards your health. And you know what everyone else will know to.

I am really was so happy to entertain questions but I don't want to go beyond my time.

**Female:** One more question. I barely – on how to get all the small meals and through daily diets and what time of the day you should start to eat? You are getting six meals per day.

**Robert Dothard:** Okay! Great question but if I can change the premise. For some people six meals may be too much for them. Understand why I said that? Because some people you know, six meals is not realistic for them. So let's say let's use your premise let's say four. If you can do four you can do more and what you want to do. When they say breakfast is the most important meal of the day, they are absolutely right. That's why I block all time to stop for breakfast I actually ate in a parking lot at

the back seat of my car. You control. I know you were having breakfast here but I didn't know what you were having. So I control the environment when I stop. Does that make sense?

So say you are going to a corporate function. I saw this company. You are meeting the supplier and they are inviting you to breakfast. Well, you know what they are going to serve. So you say you know what I like just my scramble eggs, grapes, and my turkey sausage. So I am going to have that before I leave the house. To make sure I am well fed. And when I get there, maybe order for some fruit or juice I am fine. So you set up your perimeters. But breakfast is the most important meal of the day. Eat breakfast like a king, lunch like a commodore and dinner like a pauper. And most of the time, we do it reversed. We skip breakfast, we have fast food lunch and we dinner like a king.

The biggest gap I found for most of my clients and then again it was different when I was in the production role, when I was then at the house of Bush because we have 12-hour shifts. So it may be different in your world that is why I don't like to make too many generals. But my clients eat lunch between 12 and 1 and eat dinner between 7 and 8. It is late to 7 and 8. So, normally, this is where you need your snack. If you find yourself spiking that means you cannot keep your eyes open one minute, you are jumping up and down, the next you are spiking. That means your blood sugar is all over the place. If you have anybody with diabetes in your family, you know about of the insulin and all that stuff. You want to make sure you get a snack in here to if you find yourself spiking.

But the neat thing and this is the relationship between blood sugar and fat. I tell you real quick. The fat cell is metabolized by an enzyme. When you take in sugar, your body produces insulin. Nobody surprise there right. What they don't tell you that insulin flux that enzyme. Sugar is up; it prevents your body from burning fat. That is the relationship between sugar and fat. Sugar does not make you fat. Calories make you fat and it does not take much. Say you have a snack. Let's say 500 calories that is a big item. I am doing it for 500 calories for real, you only do that 100 a day, seven days, 3500 calories that is a pound of fat. So you think 7 days only a pound of fat, no big deal. How many weeks are there in year? How many of your weight be affected by 52 extra pounds.

Here is the good news. You walk for 30 minutes, I can guarantee you, and you'll burn 500 pounds. You walk everyday for seven days, burn the same 3500 calories, you only lose that thing one pound a week over 52 weeks, find someone with a weight issue and ask him if 52 pounds will make a difference in their self. Make sense?

I was a C student and I bet on CNN over 30 times because I am a good trainer? No. They got to live at Atlanta. The message is more important than the messenger. CNN knows when the call me. The message is going to be consistent. I am not going

to deviate from this. They hate the fact that I talk about that we are given the gift of good health but they just have to live with that. But I am telling you, these are true and they don't change from individual to individual. So I don't care where you are now in your health. As you move forward, think I am going to do something active everyday and every time I put some of my million-dollar house I am going to think about it, is it garbage or is it good? Yes, Ma'am?

**Female:** How important is it to have breakfast food at breakfast time?

**Robert Dothard:** I am a coffee fan. So I am throwing rocks in my glass out. Coffee is not a food group. Neither is caffeine. So all you Starbucks people with the \$6.00 latte, it's not going to work. And I'm telling you, go online and find out the caloric content of some of those coffee drinks. Some of them are 3 to 500 calories and look online if you don't believe me. It's outrageous and what really killed some of my clients and I went on a couple of wine tours when I was out in California. Certain glasses of dessert wines are equal to a donut.

One of clients on Catherall owns Twist, Shout, Noche, Strip, a wine drinker. Understandable, he owns some of the nicest restaurant in the city. I am like I can understand that, reduction not elimination. I am not talking about going out for something. I still drink my Diet Coke but I'll have that same Diet Coke, I'll chill it, repeat it whatever. Because that will sit in my car get warm and put in the fridge. That will be the one what I have today, because I had that in my coffee. So watch out for your wine. If you normally have a couple of glass of wine with dinner, have one.

I am sorry Ma'am I didn't want to ignore your question. Yes Ma'am?

**Female:** My daughter does not eat breakfast anymore is there any type of fruit that I need to give to make sure she.

**Robert Dothard:** Experiment. There are all sorts of active grapes, the little smoothies. Yes and they are packed with, whenever something says pre-digested that means your body does not have to work to digest it. Pre-engineered foods, some people are not proponents of it. I am because I'd rather eat pre-engineered food than fast food and that means it is pre-digested, it got enzymes already in them. It is already broken down, it's ready for your body just take and carry.

**Female:** What about drinking yogurt daily?

**Robert Dothard:** Yogurt is a culture as long as you don't have allergy or bad reaction to it. Because some people I know, yogurt just tears them up. Just like some people coffee tears a lot. So again, for that individual that has no problem with yogurt, yogurt is fine every morning. You know just watch out for your protein

because that is very high in sugar. Milk yogurt 30 grams of carbs same as the Snickers bar.

**Female:** Actually I tend to eat that (inaudible) drinks yogurt everyday.

**Robert Dothard:** Okay but there are low in sugar so be a little bit more careful when you shop. And if he is shopping for him, educate. Yes Ma'am?

**Female:** But let's say coffee is not your breakfast choice. On some days, I don't really want breakfast food like egg or breakfast. So if you were to eat like a lunch food before noon, is that bad for you.

**Robert Dothard:** I can't tell you how many times I just look in the fridge passed all the slice of bologna. Grab a slice of bologna and a pop tart. How's that doing? Hey, doesn't that sound great but stopping at McDonald's well stopping at fast food is worse. But do you understand my point? The point is to put yourself in a winning situation. Prepare yourself. If you know you are going to snacking. You got a vending machine or you got snacks that you want here. Ask to get snacks like that like that beautiful table of fruit back there.

Those are the types of snacks you want, the yogurt is next to him. Those are great, just watch out for your sugar. Just remember guys you should take in protein at every meal. Ladies at least your three major meals have some protein in them. And I know you do not want to build the traps but one of the biggest things with broken hips and fragile bones, they were falling, and they were breaking because they didn't have the protein. They didn't have the bone density when they get older. So and for all the rest of the years, we will get older. So make sure, you prepare yourself now. Yes Ma'am?

**Female:** What's the latest time you should eat at night before you go to bed?

**Robert Dothard:** My cut-off is normally between 8 and 9 because that is my kid's bedtime. So I can normally shut them down and they get a meal with. But 10:30 is just way too late for me and I know it is. But if you are night owl you are up to 1 or 2 am. When I was on a ship work that was not unusual because you stay up four months and you get used to be up, you can't shut down. If you are in dinner at 10 but you are not shutting down till 2 that is fine. But not sitting in bed reading until 2. Something active. Something moving. Does it make sense? But you know real close to bedtime if you are eating a big meal realize that, that meal has nothing to do but be stored. That is why if you eat a lot of calories in the morning even if you don't workout that day. You are going to do something that day. You are going to take your thousand steps that day.

And just like Dr. Ferdinand so eloquently put, we are in a society where you go from you kitchen to the door of your car, to the parking deck, you walk 100 yards you are in

your workplace. We are not in a society that walks a lot. If someone has places where they are fitter, I went to Australia, and we had to take the rail system to go to dinner and we have to walk a few blocks after dinner. But I'm glad we did. So make that effort to move. The more you move, the easier is going to be but remember that connection. Proper nutrition and exercise combine 90% success rate. Yes sir?

**Male:** What are some other good sources of the protein if you don't eat meat, pork, or chicken?

**Robert Dothard:** Google it. If you like seafood it is unlimited. It is almost unlimited but if you don't like seafood it kind of limits it. If you don't like tofu then it's worse. You know there are so many regulations before something gets on the market. I am going to take my odds with that. I like common sense rule. We had two types of grease on our stove, we had regular grease and fish grease and I am 46 years old and in perfect healthy. Then we have to two types of grease on our stove. You don't need to get back to the day. One of the things we are struggling with in my family is eating together. I remember sitting down with my father and my mother and my sister and having dinner as a family. We talk about the day and I miss that with my family. My wife travels and I stay pretty busy, and very seldom do we sit down as a family. I missed that. Maybe, we need to get back to some of that if we are able to or if we choose to. We didn't have fried chicken every night. We have meatloaf one night, catfish one night, chicken. I have to admit, I didn't like a lot of foods that my parents cook but I am so thankful. I am so thankful for them and I didn't go hungry.

**Male:** Okay, sugar. You are talking about like smoothies, like you do with fruit like the pineapple, strawberries?

**Robert Dothard:** Great question! I tell you why that question is so good. Sugar is hidden everywhere. I love catsup. I didn't realize I like catsup because of that sugar in it. I like peanut butter. I know I like peanut butter because that had sugar in it. I went to a conference, one of the things they did, they evaluated your nutritional habits. After presenting their presentation they go around to sneak on other people's conferences. One of the most fascinating conferences I went to this guy told me, you are sugarholic. I love everything with sugar in it and it is hidden in all sorts of place. Those smoothies make sure you get them high in protein but watch out because they are loaded with sugar and they have the content in a little pamphlet right at the front counter.

**Male:** I'm telling you why you believe, I can't take the banana?

**Robert Dothard:** Yes, natural sugar. It has a lot of sugar. I praise the fact that you have fresh fruit and yogurt. But if I were to grab one of those yogurts real quick, I'm just going to grab the peach. It is 98% fat free. Well look at the total carbohydrates 28 grams of carbohydrates. Check out the Snickers bar, you'll find 30. Two less grams

in a Snickers bar. Is it healthier? Yes. 28 grams of carbohydrates, that is a lot of sugar. 150 calories. But I tell you, you have a choice between this and some other vending machine. Good choice. But again, very, very good question because sugars are hidden everywhere. Even in the healthy stuff.

**Male:** If you have breakfast right. You have like a banana strawberry, orange juice, pineapple smoothies, I had today. (Voice overlap)

**Robert Dothard:** Considering my early warning, what are you missing?

**Audience:** Protein.

**Robert Dothard:** Bingo! So what do you need to do? You need to go to your local GNC Store and find a protein powder that is compatible with you. If you ever had those protein powders that you have to find the rest room several times that morning. Guys beware, those protein powders will tear you up if you get the wrong one. So I recommend getting those small. If it ever happens to you, it is not funny. Because you can't get anything down. You are shut down for the day. I made a mistake one time when somebody talked to me on some cooling cleansing system. The man just say he take a couple of days off from work. You are not going on public. So add the protein but make sure it is something that agrees with your system and be careful of that because a lot of protein tastes good now because they have sugar in it. So watch out from getting the protein pack with sugar and then mixing it with a bunch of fruits.

Again, I know it's a lot of things to keep track up. Like I said about my parents, my mom survived 83 years on common sense and I tell you what and she is as healthy as you can think of. That's incredible. So you can make smart choice without all the formal knowledge.

**Male:** Where are your gyms located?

**Robert Dothard:** I have two training centers in Vinings. One is located by Community Restaurant and the other one is in a place called Ivy Walk which is one of the new condominium things where they have retails in the bottom, in the intersection of Cumberland Parkway at Atlanta Road. And the reason for the franchise is because I was a good trainer but a bad business person. And I say that my clients have been so generous in their suggestions and different things because I did the marketing on the chip when I came out and my clients come in and they are like, "Robert don't send this in this neighborhood." And they were just so kind to let me know but I love having a franchise because I can just focus on training. I can focus on helping people and not focus on my nutritional software, the colors of the walls, or type of equipment because that is the (inaudible) stuff.

The main thing is listening to people. Finding out what there bull's eye is. Using my variables manipulate and to get them results. I hope you have just been given a little taste of information but please Google stuff. Do your homework. Prove me wrong. I tell people and I did this for eight years and backed it. I will take on new client and I would say, "Sir, I'm going to take you on. I'm going to be your trainer. Here is our agreement. I'm going to help you. If I don't, fire me. If I do, tell your friends about me. I didn't get fired a lot because my clients would change and people in the same gym will be training without a trainers go, "Do you think they will get mad if I train with you." Because my clients were changing and people see it when you change and I want you all to be blessed with years of good health and I want your family and your friends to have that same blessing.

And they are only going to do it if it starts with you. You just start a little influence so they are going to be influence by what you do but I'm telling you, you are successful. I love training golfers because if you tell a golfer cut off your left arm and your golf will begin to get better. You see a lot of guys walk up. Anything you'll say to a golfer they will do anything, anything to make their golf game better. I have had people unlimited resources, pay me all sorts of money to make their golf game better and all I do is strengthen their core. But I am telling you I know of someone who came up saying, "Giving us your pinky, we'll make your golf get better. Guess, I am sure? They would take a ride off. So whatever you are passionate about.

You know I have train women and got them back in the clothes they have outgrown and they spent a lot of money on they look good in and I got them back in their clothes and I justified my feat by getting them back in those clothes. I have clients come up to me and go, "you get me in this jeans and keep me in this gym." This lady lives right across the street from my club. She walked over with the jeans. I'm not kidding you. You look across canoe there is a multimillion dollar house right on the water front with a tennis court. She is my client. She walked in with a pair of jeans. She said, "You get me in this and keep me in this, and you keep me as a client. She is a client today and every time I see her, "How are those jeans? Are they fitting you good?" And she is good.

So again whatever is important to that person? So whatever your pain is, draw your line. Draw your line in the sand and say I'm going to do something active. Maybe it is not everyday. I am going to start with three days a week. I am going to work up to four days a week. And the reason I like four days a week because in a seven-day week, four is greater than three, puts the ratio in your favor. And if you starting at none you are not going to have an improvement, and I am not telling it down. I tell this to people that pay hundreds of dollars to a fitness seminar. I come with same thing and these are professional trainers. I tell them, listen to their client. Get them to get active. Get them to eat better. I am telling you the same thing and I hope it sinks in because not because of you, because of the people that depends on you in what

you know. And it doesn't mean a size 2. My mom is a full-figure gal and she is healthy. I hope she gets another 80 years because I need her. Are we good?

**Audience:** Good!

**Robert Dothard:** Thank you.