

*Achieve That
Long, Lean Look.
The Specialized Plan
for Women 5'4"
and Under.*

The
PETITE
Advantage
DIET



Jim Karas

#1 New York Times Bestselling Author

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DEDICATION

*To my two
personal Petites,
my children,
Olivia and Evan.*

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INTRODUCTION

Back in 1986, one of my first personal training clients was a 5'4" 32-year-old woman who weighed 145 pounds. Like so many women I have encountered, she just wanted to lose twenty pounds to get back to 125, which she felt was her ideal weight.

Another 5'3" 41-year-old woman, hovering around 170 pounds, had weighed in the mid-130s for around the past twenty years. But after two daughters, a divorce, and a demanding job, she felt it was virtually impossible to shed even one pound.

One of my favorite clients was a 5'1" 56-year-old woman who told me she would be happy weighing *anything* under 200 pounds. She went so far as to say she would be thrilled if the weight *ga* would just stop! She was a lifelong struggler with some serious health issues and so discouraged that she was ready to just throw in the towel. FYI, she was one of my favorite Petites because she fought hard to lose the weight—and she won!

When I look back over my twenty-five years as a weight-loss and fitness professional—now, after four books, they actually call me an expert!—I realize that I have heard the same complaints over and over from shorter women, whom I will lovingly refer to as Petites:

- I can't lose weight. My husband diets for a week and loses ten pounds. I drop a quarter-pound if I'm lucky.
- Susan eats all the foods I never get to eat and rarely gains weight. If she does gain weight, it's gone in a flash. I wonder if that's because she's 5'9"?
- Many of my taller friends don't exercise and I am at it all the time. They stay slim and I gain weight. What's wrong with me? (Flash bulletin—the most popular form of exercise, cardio, actually makes most people *gain* weight. Is that you?)

Here is how I answer these complaints:

1. There is nothing wrong with you.
2. When it comes to weight loss, Petites require a customized plan.

And that is what this book is all about.

Why do Petites require a different plan? Well, start with these statistics:

- 68 percent of American adults are overweight and 34 percent are obese. In 1960, these figures were 45 and 13 percent respectively. That's a *huge* increase (and don't even think about blaming your genes!).
- One-third of children and adolescents are overweight and 20 percent are obese (only 4 percent

were obese in 1960). I will explain why this is important later in this introduction.

- Americans now consume 2700 calories a day, about 500 more than they did forty years ago.¹ Simply put, more calories will equal more weight, especially for those of a shorter stature.

While I realize the theme of this book is weight loss, I hope that I can convince you to discover that, along with most weight loss, comes improved overall health, more energy, a slowing if not stalling of the aging process, and a host of other benefits to your mind and body. Research proves that just a 10 percent reduction in your body weight results in more sex—sounds good to me! I know it sounds trite, but I finish almost every speech I give with the line: “You only get one mind and one body. Why not give it the very, very best?” I hope you know that, believe that, and respect your one mind and one body—because you aren’t getting another one.

Petites, stop for a moment and truly ask yourselves: “Can I really lose weight?” Here are the two answers I’ve heard in the past:

- Probably a few pounds, but nowhere near what I want to in order to really like my body (and it would probably be *really* hard).
- Honestly, no. I just can’t lose weight.

And I bet you are reading this and thinking: “Right, so what do I do?” Stay tuned, I have a results-producing weight-loss plan for you, and only you. And, you’ll see that your smaller stature actually becomes an *advantage*.

So, let’s stop thinking about your height as something you need to overcome and start thinking about how to use it to your advantage. Let’s first tackle your belief system.

In the past, you were probably following a plan that was meant for the general population, which includes a lot of people taller than you are. If you had been following my plan, you would have seen results. So, just for now, until I lay out the program for you, cling to the belief that you absolutely *will* lose weight this time. To help you do that, I am going to wrap your head around the results-producing mind-set that is essential to—you guessed it—getting results! They go hand in hand. Sure, the goal is to get you to “take action,” but we can’t accomplish that until I positively tinker with your mind. Only with a “new and improved” belief system can you adopt the new behaviors necessary to achieve a different out-come—a.k.a. weight loss. That is what chapter 1, “Selfish Is Good,” is all about. I bet you always thought that putting others first was a virtue. No, no, no. You will soon learn that when you are selfish, everyone around you benefits *and* you lose weight.

The Numbers

Petites, I am going to “start your engines” for weight loss by helping you optimize your metabolism and the calories you burn—not just during exercise, but twenty-four hours a day, seven days a week. You can increase your metabolism at any age; it’s never too late. That’s why chapter 2 is entitled “Metabolism: Your Weapon of Mass Reduction.” In chapter 2, we’ll dissect the word “metabolism” and clear up a lot of confusion, setting the record straight that a pumping metabolism is your first

essential component to successful, long-term weight loss.

Look back for a moment and focus on the last bullet point on page 2. Americans are consuming 500 more calories a day than they did forty years ago. If you happen to be a vertically enhanced (taller) person who requires approximately 2500 calories a day to maintain your weight, then 500 *more* calories a day represents a 20 percent increase. But if you are a Petite who requires only 1600 calories a day, then 500 more calories a day represents over a 31 percent increase in calories. (Don't be surprised by that number, ladies. If you are moderately sedentary—as in little or no activity or exercise—it is probably close to your reality.) Ouch! That's what chapter 3, "The Math," is all about. If you work the math, you will finally understand why you must operate under different assumptions (like the fact that you *can't* eat like the big girls) when it comes to weight loss.

Have you ever wondered why they make clothes for Petites but not food? Well, since it's probably not going to happen anytime soon, I'm going to teach you in chapter 4 how to think like a Petite when it comes to selecting the right food that tastes good—in appropriate portions with the least amount of calories. Plus, I'm going to show you how to get the biggest nutritional/metabolic-boosting bang from each bite. And I'm going to introduce you to the word "satiety."

Satiety is simply defined as a feeling of fullness. Think of it as a derivative of the word "satisfied." You can literally teach your body, through actions and hormones, how to feel full on fewer calories, because that is what your smaller body needs.

I know, I know; you don't want to hear that you have to count calories, but relax and breathe because I'm going to do it for you. (FYI, deep breathing is very helpful if your goal is weight loss, because it reduces stress hormones that tell your body to store fat.) By choosing the right combination of foods and eating them at the right time of day, you will enhance your satiety mechanisms and not feel hungry. Hunger is your enemy and, let's be honest, who wants to spend the rest of their life hungry—and cranky? I don't. By following this very specific eating plan, you won't. There are a number of ways to enhance satiety and doing so is the key to your successful permanent weight loss. Embrace the feeling of being satisfied, because you can use this to your advantage.

The Eating Plan

Once you believe you can lose weight and understand the math of weight loss, I'll explain certain components of your eating plan. We will explore certain calorie-blasting foods—like the right proteins and spices (surprised?)—and certain calorie-blasting behaviors—like eating breakfast. I know you have probably heard this before, but the more you understand *why* I am instructing you to eat and do certain things, the more you will be committed to living this plan. I want you to *understand* this plan and not just follow it. That puts you in the driver's seat and not the passenger seat. Drivers generally determine the way to get where they want to go! I'm going to turn you into a driver and teach you how to avoid potholes (lack of planning), excessive traffic (huge portions), and other out-of-control drivers (a saboteur, such as a so-called friend insanely jealous of the longer, leaner you) you may encounter on the road to permanent weight loss. Drivers lead the way! And you're going to be a leader.

Just as there are foods and behaviors I want you to embrace, there are also certain foods and behaviors I want you to avoid. Three words that I will introduce you to in chapter 4 are "in addition to." Petites must eliminate or seriously minimize "in addition to" foods, which I call "Addies." A simple example is salad dressing. I'll teach you how to whip up a great-tasting, satisfying dressing that doesn't contain a lot of calories. I have achieved great success for Petites by moving them away

from traditional salad dressings. By just reducing the calories from Addies right away, you will quickly start to experience weight loss.

Addies, for Petites, can make the difference between carrying extra pounds and being lean. As a Petite, you simply don't have the body size to "stomach" these additional calories—literally. Learning to enjoy food and learning how to find it satisfying will free your taste buds and set you on the path to a leaner, sexier you. And this one change is so easy to do. Right now, you are probably in the habit of using Addies regularly and then saying to yourself: "Why can't I lose any weight?" The answer may be sitting right there on top of your lettuce and inside your sautéed spinach. I'm going to teach you what ingredients to use and exactly the right amount that your body needs—and that your brain likes.

Next comes the actual twenty-one-day Eating Plan, which provides you with exact portions, recipes, and shopping lists. Carbohydrates (carbs) will be explained in a startling new way and will not be vilified as they have been for the last decade. Carbs are a Petite's secret weapon. Knowing how to eat carbs correctly and knowing which carbs are best will keep you losing weight. Once you master carbs, you will lose more fat than ever before by cycling calories and carbs in and out of your daily caloric intake in a very specific pattern. chapter 5 is filled with what you finally need to know to make weight loss happen while staying full, hormonally balanced, and happy.

Bet you never experienced that "trifecta" before when dieting!

Then, just when you are ready to sail into the "Land of the Lean," you get slammed with a headwind—eating out. Restaurants know that the majority of their patrons want a lot of value for their money. Sure, value is important, but it doesn't have to mean the "end of lean." Chapter 6 gives you tools to enjoy breakfast, lunch, or dinner out and *not* suffer deprivation or major caloric damage. You are even allowed to eat out during the critical first twenty-one days of my Advantage plan. I will tell you exactly what to order in each type of restaurant, whether it is Italian, Mexican, Chinese, Greek, or a steak house. Most of the Petites I work with are initially petrified to eat out, especially when they are shedding a lot of weight and fat on my plan while eating at home. Once I teach them what to do, they are relieved and happy that they don't have to come up with more lame excuses for dodging dinners out.

Here's a tease. Everyone is talking about the benefits of olive oil, but too much will pack on the pounds. Did you know that olive oil is 120 calories per tablespoon and 100 percent fat? So *please*, immediately stop pouring it all over your food and, if you use it (which I do allow in the eating plan) then use it smartly and sparingly. Many years ago, I coined the phrase: "Shine and glimmer won't make you slimmer." Petites, if the food is shining back at you, especially when you are eating out, put the fork down, because this food is probably packed with calories that you don't need and probably don't even want.

Did you know that the vast majority of Petites totally sabotage their weight-loss plan by what they drink? Yep, liquid calories are predominantly evil (the poison the wicked step-mother offered you was less lethal than juice—at least when it comes to weight loss!). Beverages are platinum members of the Addies club. There are exceptions, however—delicious drinks that I present in chapter 7 that will keep you hydrated and on point while you drop the pounds. Here's a hint: Did you know that a glass of wine and a cup of tea both give you a metabolic bump?

Exercise

I call chapter 8 "Exercise: A Petite's BFF." You absolutely, positively *must* exercise, but you only

have to start with a touch more than an hour and a half—a week! That’s just three thirty-one-minute sessions (I’ll explain why thirty-one minutes is key), for a total of an hour and thirty-three minutes a week. Forget the unrealistic hour a day. Who has the time, energy, or desire to do that? I will teach you the absolute best way to use your smaller frame in a way that not only slims your body super fast but also sheds inches from your midsection.

You will never, ever have to get on a treadmill, elliptical trainer, stair stepper, or bike again and you’ll learn that cardio is the perfect way for Petites to *gain* weight. Yep, if you want to pile on the pounds (lots of research agrees that cardio does nothing but make you hungry), stress out your joints and body, gain weight in your midsection, ruin your posture, speed up the aging process, and feel totally depleted of energy, then lace up those running shoes and hit the pavement. Of course you don’t want to do that, so chapter 8 will enlighten you.

Here’s another major plus to my exercise program. For the first time in your life, you are going to experience what I call a body “reconfiguration.” Your whole body will be transformed, as this program is not just about weight loss. It’s about *fat* loss and sculpting the proportions of your body. See, being a Petite gives you the perfect landscape to accomplish this goal. Taller gals can’t achieve the same perfect proportions that you can. I know you may envy those Amazon-like supermodels, but ask yourself if you would rather look like Reese Witherspoon, Kelly Ripa, Penelope Cruz, Jada Pinkett Smith, Salma Hayek, Natalie Portman, or Dolly Parton. These ladies span more than three decades and, once again, prove that you can be a very sexy, lean Petite. All you require is the right program—this one!

I want to be perfectly clear one more time about this critical point; we are 100 percent in the *fat-loss* business. We are going to maintain consistent water levels and hold onto muscle at all costs while we blast fat off your body. Again, this is your first body “recomposition.” We are going to shed lots of fat while increasing your metabolism and create a whole new-and-improved body as well as a whole new enlightened mind-set to go with that body. Trust me; this exercise program will be different from anything you have done in the past. I know I have alluded to the true advantage of this plan before, but this exercise program will literally blow your mind while blowing off your fat.

Want to lose five pounds in the next five seconds? Pull your shoulders and chin back, tuck in your abs, and sit up straight. While I feel posture is important to everyone, it is imperative for Petites. By standing tall, you look better, feel more confident, and immediately lean out your abs. A small midsection is how I can help you look smaller and better proportioned. Millions of books have been written about flattening your abs; how many weight-loss titles have the word “abs” right in the title? But they don’t work. They don’t work because they don’t know how to lean out your abs and midsection. I do. It’s a combination of things, not just one kind of crunch—which, FYI, is a useless exercise to reduce your midsection—or one kind of food. It’s about putting a comprehensive plan into action.

I know you’ve probably tried other weight-loss plans in the past, dropped a *few* pounds, but ultimately ended up hitting that dreaded word—plateau. I promise you that is not going to happen this time, as you will lose all the weight you desire. You never will hit those dreaded, frustrating plateaus because I will teach you the concept of “progression.” You see, your body will listen to what you tell it to do. It’s very, very smart. But you have to keep challenging your body and thereby *forcing* it to change. That will come from changing up your exercise program. You’ll learn the complete program in chapter 8, then start to see the changes in chapter 9. Part of the progression comes from just an

increase in intensity. And because you are a Petite, your smaller stature allows you to work out harder without risking injury. That's a major advantage for you that I bet you never knew. You have this great advantage because you are smaller, lower to the ground, and more compact. So, in chapter 8, I will show you simple changes to your exercise program that will make "plateau" a word from the past.

This book will give you:

- A new way to believe in weight loss
- A rockin' metabolism
- The math of weight loss
- The science behind my eating and exercise program, *plus* the actual program.

Your Environment

Next, you need to assess your environment. When was the last time you felt you truly had a partner in a mission? Some of you may be fortunate enough to have a terrific spouse, partner, BFF, family member, or co-worker, but is he or she the best partner for you when it comes to taking off the pounds? In chapter 9, I'll help you identify your BFF specifically for this plan. Why? Well, by having the right partner, you increase your chances of success from 24 to 66 percent.² That's a *huge* advantage! Plus, new research conclusively shows that the people you hang around with have an enormous impact on your body weight.

In addition to identifying a weight-loss partner, I implore you to examine the environment you place yourself in every day. Are you living in what the CDC (Centers for Disease Control and Prevention) refers to as an "obesogenic" environment that promotes increased food intake, unhealthy food choices, and physical inactivity? There is even startling new research from Tufts University showing how certain brains behave when they see, smell, or even hear the word "cake" or other similar, pleasurable foods. They light up the way alcoholics do when they see alcohol.³ Knowing that your brain is literally going to "light up" when it even sees high-calorie or high-sugar goods, you need to make strategic plans about with whom and where you are going to eat. Should you choose to go to your favorite restaurant where you know you can't resist the double-chocolate upside-down cake? Or should you go with a friend, family member, or co-worker who you know won't resist it either? I hope you realize the answer to this is "no," except on special, rare occasions.

Calling all moms! Here's another motivator to get you to embrace weight loss. According to a 2009 study, females whose mothers were overweight have a ten-fold risk of being obese as adults. That's why I earlier sited the research about the frightening increase in weight gain and obesity in children. Ladies, that means that taking control of your weight will benefit both you and your daughters, especially if you partner up. And that benefit will probably trickle down to other young, impressionable girls around you.⁴

So, let's assume you are eating and drinking right, exercising, standing up straighter, and have found the perfect partner with whom to shed the weight. What else can you do? I call chapter 10 "The Bag of Tricks," as there are actually a lot of things you can and should do (like sleep, breathe, and

meditate, to name a few) to make this whole process easier, more effective, less stressful, and enjoyable. When was the last time the word “enjoyable” was used in a sentence regarding weight loss?

Be proud of being a Petite, as there are many advantages to “Petiteness”:

- More mates to choose from. Hey Tom Cruise, Robert Redford, and Jon Stewart, it’s me! And you look tall!
- Smaller, sexier feet. Excuse me, Mr. Blahnik and Mr. Choo, I’m ready for my close-up!
- Longer life. There is startling research demonstrating that Petites live longer, and some even possess a gene linked to longevity. Don’t you just feel sorry for the stressed-out, pumping hearts of those long, “leggy” runway models? Why do you think they’re sneering all the time?
- Reduced risk of cardiovascular disease and cancer. Did you know that more women die each year from cardiovascular disease than men? Being a Petite reduces that risk. Ditto for cancer.
- Less back and joint pain. Smaller people endure less back pain because of gravity (they don’t have to reach as far down to take groceries out of the trunk) and possess shorter limbs, which reduces the risk of shoulder, neck, and elbow pain. Do I hear limbo party?
- Ability to work out much harder and more safely. Petites possess stronger muscles in proportion to body weight, which also translates into faster reaction times, greater endurance, and minimal joint pain.

By now, you may be thinking: “Why am I, a Petite, going to take weight-loss advice from a six-foot-tall man?” Well, here are four answers I have for you:

1. I understand you. As I said in the beginning of this introduction, my first experience as a weight-loss professional was with Petites. Had they *not* lost weight, my business would never have grown so successfully and, clearly, I would not be writing this book. I have helped thousands of Petites lose weight.
2. My work is research-based. Almost everything I will tell you to do in this plan is supported by research. If something I say is what I call a “Karasism”—an observation or experience that is not supported by research, but rather by my own results—I will tell you.
3. I’m not going to rest until you are a success. The word “tenacious” has been used to describe me for as long as I can remember. I won’t let you quit; I won’t let you get discouraged; I won’t let you stay at a weight at which you are not happy. As your guide, I will get you to your ultimate destination.
4. I’ve been there. I was an overweight child and young adult. I know how hard it is just to get started, and then actually to stick with a plan. But I also know how amazing it feels to take back control over your mind and body.

So, here it is, just for you. This is the first comprehensive weight-loss plan specifically written for

Petites. The key to this plan's success is putting it all together, which I will help you do. Many of the tips in this book offer just a *slight* increase in metabolism (like drinking tea and spicing up your food) or just a *few* extra calories burned (by exercising in the most effective way and getting out of your chair), or an *optimized* hormonal balance for weight loss (through sleep and reduced stress). While many researchers have historically downplayed the effects of these simple techniques on weight loss for Petites, every possible additional calorie burned is essential to success. It's a bit like compound interest; a little here and a little there and you end up "the millionaire next door." My goal is to make you the "skinny-mini bitch" next door.

Is that the first time you have ever heard that phrase? I believe wholeheartedly in being selfish when it comes to caring for yourself and I also believe that being selfish and placing yourself first is critically important to your success at weight loss.

For the past five years, I have been speaking at Oprah's live magazine events called "O You!" These events promote Oprah's "live your best life" message and include all of her contributors and favorites like Suze Orman, Nate Berkus, Dr. Mehmet Oz (I've been on his show a number of times and he's a great guy), Martha Beck, and Stacy London, to name a few. When I first prepared my speech, I hadn't touched upon this concept of "selfish is good." It wasn't until I kept hammering another phrase—"put yourself first and everyone benefits; put yourself first and everyone benefits"—that one of the women raised her hand (she was actually a Petite) and said: "But isn't that selfish?" To which I replied: "Yes, but selfish is *good*! Selfish is *smart*. Selfish is what makes you live your best life, because you are giving yourself the best *first* and that will enable you to give your best back to others." The women cheered, loudly. I don't know where it came from, but I just blurted it out and it resonated immediately with the audience and with me. The event became a bit like a rock concert and I actually made them stand up and chant with me: "Selfish is good; selfish is smart!"

This is the first belief system I want you to work on. The old belief is: "Everything and everyone else comes first and I come last." You believed, in the past, that:

- Your family comes first.
- Your home comes first.
- Your aging/ill parents, siblings, or friends come first.
- Your job comes first.
- Your church and community responsibilities come first.

Let's examine that for a moment. You are the cog that holds all these moving parts in place, yet you assign to yourself little or no value. Are you supposed to just pick up whatever crumb of time is left over to make a better food choice, to sleep, to exercise, to breathe, to do whatever is required to take care of yourself (and lose weight) so that you can then take care of everyone and everything else? Do you see why this doesn't make sense?

Your first "official" selfish act is to adopt this program. I want you to work it with intensity *and* consider that you are staging your own, personal intervention.

Changing Your Belief System

According to Martin Fishbein, Ph.D. and Distinguished Professor at the University of Pennsylvania (which happens to be my alma mater), "The study of health behavior is really a way to determine how to design interventions that change or reinforce beliefs." I like that approach a lot. Let's face it:

changing your belief system does require an intervention similar to what we see on television or in movies when people “stage” an intervention for alcohol or drug abuse. Drug addicts and alcoholics believe they are really okay, that they don’t really have a problem.¹ You may be thinking: “But alcohol and drug addiction is a disease.” Ah, that’s a great point. In fact, researchers at Tufts University are looking into whether food addiction is truly an addiction and their preliminary research indicates that the answer is yes. Overeating is also a disease—and one that happens to be extremely contagious. I will cover that in chapter 9, as I urge you to look at the potential “obesogenic” environment in which you live and work, and the people with whom you live and work. Food addiction is a function of both the mind and the body. Your body is not meant to be overweight. You’ve trained it to be that way and made it accustomed to asking for more food. You may also have trained your brain to behave the way it does around the whole subject of food, especially an unhealthy combination of salt, sugar, and fat. If you are struggling with your weight, and have been for a while, you need to start owning your behavior and not making excuses. Owning bad dietary behavior is the first step to changing your belief system. Once you change your belief system, I will give you a plan to follow that proves that you can lose weight without starving or excessively exercising.

What do they tell you on an airplane when the oxygen masks come down in the event of a change in pressure? Put your mask on first; then help your children and the elderly. Why? Because in that way, you are strong enough to take charge and take care of those in need. Our instinct is not to do that, even though we have been told repeatedly to do so. We think we should help everyone else first, while desperately gasping for air and possibly passing out. But once you are toast, who is going to be there to help the others? Do you see this flawed belief system? Ask yourself if you would put on your own oxygen mask first? If your answer is “no,” let’s work on making that a “yes.”

How can I help you believe—really believe—that selfish is good? That will occur the moment you begin this plan, as the following changes begin to occur:

1. You will immediately start to lose weight. Seeing the scale go down will inspire you. Yes, you are going to get on the scale. But I will be there with you, spiritually holding your hand as you take those two big steps to success—on the scale each day.
2. Your clothes will instantly start to fit better, since you are embarking upon an exercise program that blasts off the inches faster than ever before. That’s the recomposition I was telling you about in the introduction. You will very quickly feel leaner and sexier and—trust me—both selfish *and* sexy is good!
3. Your energy levels will soar, since you will be taking much better care of both your mind and your body. Energy levels also soar as you lose weight, since everything you do on a daily basis becomes that much easier. I believe energy levels are like bank accounts in which you make deposits and withdrawals. The more I teach you how to deposit more energy and make smaller withdrawals, the more your energy levels will explode.

Why People Fail

Why is this especially important for Petites? Well, as you will see in the next chapter when we work the numbers, you need to be committed for this plan to work and to work the plan so that you don't end up last on your list. As a Petite, you have a limited margin for error, but don't be discouraged by that. As I said in the introduction, you have probably been on plans that didn't work because they were more suitable for taller women and didn't speak directly to you. This program will work—in just twenty-one days!

Here is a statistic that may shock you: 97 percent of all people who attempt weight loss regain all the weight (and then some) in a five-year period. Now, before you get discouraged, I want you to understand that my personal success rate is around 75 percent. That's right, 75 percent of the people have personally coached, or who have worked with my team of trainers, or who have followed the programs outlined in my past books have lost weight and *kept it off*. I know this to be true because the vast majority of them are in regular contact with me. But I've been in this business for decades. There are very few competitive authors or doctors or trainers or dietitians who can claim that much experience or that consistent a success rate. There are also very few comparable professionals who have worked one-on-one with as many people as I have over the years. It's that direct contact that makes the difference and, through trial and error, this has led to this winning program. I've helped thousands of petite women slim down and stay slim and I will do the same for you.

And I know why I succeed where so many fail. Because I provide a comprehensive plan and don't just deal with one variable, like what you eat. To promise weight loss by changing one variable alone (like eliminating carbs, which hasn't worked) is a sham and a waste of your time. In this book, I give you *everything* you need to achieve success.

Most people have only a 3 percent chance of success because:

- They tried a gimmick (Tai Bo—*please!*) that didn't work, got discouraged, and then went back to their old belief system and behaviors and proceeded to gain even more weight.
- They lost a few pounds by changing one variable (this time, they stopped eating by 7:00 P.M.—*wrong!*), then resumed their old belief system and behaviors as soon as they were “done” with their weight-loss plan. They subsequently gained all the weight back and then some.

No More Excuses

I wrote my second book, *Flip the Switch*, because so many readers wrote to me and said, “I love the concepts in your book but I just can't get started.” They then listed excuses, and the beliefs that accompanied them:

- I have bad genes.
- I have a slow metabolism.
- I don't have the time.
- I can't get the energy.
- I *hate* to exercise.

- I love to eat.
-
- I'm a woman (yes, they actually used that as an excuse).
 - It's just too late for me to even try.

These readers were passionately holding on to what kept them overweight and, in many instances gaining weight. But by educating my readers and proving to them that they would lose weight (which is what will happen to you), I created the necessary shift in their belief system that translated into far better results-producing behavior.

For a moment, let me address the last bullet point above: "It's just too late for me to even try." Petites, it's *never* too late. You can start, right now, to make a shift in your body weight, your body's composition, your posture, your energy levels, the aging process, you name it. All you have to do is follow this plan, trust me, and truly believe that it will work. I've even helped Petites in their eighties get into far better shape, lose weight, and live a pain-free life. The wear and tear on your joints from excess weight is not something I can repair, but I can take pressure off those joints by strengthening the muscles, the tendons that connect muscles to bones, and the ligaments that connect bones to other bones. That "support team" eases the pain and, in many instances, eliminates it. If you are a Petite, odds are that you have a mother or sister or children who are also Petites. Please don't ever feel that it's just too late. It's not.

I was very fortunate that my first book, *The Business Plan for the Body*, came out exactly when Diane Sawyer went public with her twenty-five-pound weight loss. She achieved this dramatic result by following my plan, exactly as it was outlined in that book. Diane told the world on *Good Morning America* that, not only did she lose weight, but she experienced her first "recomposition." She even showed provocative before-and-after pictures, demonstrating the results, which were very impressive. The plan took a lot of inches off her body, which truly shocked her. She had to buy a whole new wardrobe. Her arms alone each lost four inches. Think about that—four inches from each arm. Once again, she was proudly sporting sleeveless tops. Her hips and glutes also shrank, just as they did for Gayle King, Oprah's BFF. Gayle got with my program because the magazine profiled Diane's success then put four other women to the test—one in her twenties, one in her thirties, one in her forties (Gayle), and one in her fifties. Gayle became my second "celebrity" success story. The participant in her thirties, Cindy Paragallo, is a Petite. She shrank noticeably, losing eleven pounds of fat. To this day, she looks great and just had her second child.

Since then, I have been fine-tuning my techniques, as there is tremendous new research available some of which I will share—that proves that there is a right way and a wrong way to lose weight, especially for Petites. As a Petite, you need to embrace the fact that your size can and *should* be used to your advantage, and I will make sure that every inch of your body is sleek, slender, and sexy.

The Seven Behaviors of Successful Weight Loss

I have been perfecting this plan for years. In the process, I stumbled across some research that virtually mirrors my approach to weight loss. This study comes from the National Weight Control Registry, which looked at the common factors in people who have lost more than thirty pounds and have kept it off longer than three years. Here are the top seven factors, which I call the Seven

1. Eat a low-fat diet. Only 23 percent of total calories should come from fat. That's really not hard at all, once you eliminate a few extremely high-fat foods. And you also must differentiate between the good fats and the bad fats. I'm a huge fan of the good fats, and will actually give you even a touch more than 23 percent of your calories from fat. On my plan, you will be eating 25 percent of your calories from the right fats. Remember: selfish is good. Well so is fat—the "good" fat, that is. Consuming more fat helps keep satiety mechanisms high and hunger low.
2. Eat a low-calorie diet. Successful average-size dieters consume between 1300 and 1500 calories each day. As a Petite, you must eat fewer calories—at times. You will soon learn that there is a surprising twist to my eating plan. Sometimes, you will get many more calories. Plus, you will not feel hunger with my plan, which is what frightens most people away from low-calorie diets. On my plan, eating a low-calorie diet is results-producing, satisfying, and sustainable over time. That's the way you achieve long-lasting results!
3. Eat breakfast and control portion size. Breakfast is a *must* on this plan and all portions need to be sized for Petites. If you are regularly skipping breakfast, please promise me that you won't *ever* do that again. I mean it. Don't do it, unless you are dying to gain weight. Breakfast is the "jump start" to your metabolism and the trigger for "satiety." FYI, if you are skipping breakfast *and* exercising first thing in the morning on an empty stomach, then you are effectively telling your body both to starve *and* to stay fat. That's not the goal.
4. Get sixty to ninety minutes of physical activity per day. Don't think of this specifically as "exercise," which I will define in chapter 8, but rather as daily movement that comes from cleaning the house, commuting to work, gardening, walking to the bus or the car or a meeting, shopping, cooking, or standing while talking on the phone. This sixty-to-ninety-minute goal may seem daunting, but you will be surprised at how quickly your everyday activities can add up. I will share my tricks in chapter 8, but right now, if you stand up and read this book for a few minutes, you are helping your body. If you walk around and read, you help it even more. Movement is essential. But this is not exercise; this is simply adding more daily movement to your life without making it a big issue.
5. Weigh in regularly. You must weigh in a minimum of once a week, although the research shows that daily weighing is even more effective. The belief that the scale doesn't matter is so very wrong. The scale is essential to long-term success. Don't be afraid of the scale. Embrace it! It's your second, new BFF—right after my exercise program. You must weight in at least once a week, but to really work the plan and accelerate results, I urge you to get on the scale every day. It just shows you how your body is adjusting to the plan and also gives you valuable data regarding three important indicators:
 - **Your water balance.** If your weight is truly bouncing around by more than a pound or two, then you are causing water retention. Look at the foods you are eating and the liquids you are drinking to find the culprit, as I want you to banish water bloat for good. I will discuss this in the next chapter.

- **Your regularity.** Again, I talk about this in the next chapter, but if you find that you frequently have regularity issues, you can correct them using my eating and drinking recommendations.
- **Your cycle.** I find that Petites get hit pretty hard with regard to water retention both during their monthly cycle and during ovulation. Still, get on the scale and change your mind-set to consider that as “data” not “failure.”

6. Establish a support system. You *must* have a weight-loss buddy. I believe that your support system is as crucial to your success as your adherence to the actual plan. The people around you and the environments you are put in can make or break your success. I guarantee that they will help you succeed and I was truly surprised to see that research agrees.

7. Watch less than ten hours of television a week. I have to be honest and say that this blew me away. But the more I thought about it, the more I realized that many of the people I know who struggle with weight spend a good deal of time sitting. Now, the research on sitting and weight gain is pretty compelling. We will address this later on. Just know that limiting your “recreational” sitting is a must, especially if you have to sit during most of the day at work or at your desk at home. Also, look at the time you spend in the car. Many classic “soccer moms” spend hours each day in the car. I know that I sometimes spend all day Saturday just chauffeuring my kids between gymnastics training, theater rehearsal, playdates, grocery shopping, errands, etc. I plan my day so that I am on foot as much as possible; if that isn’t possible, I make sure that I hit the exercise hard in the morning and don’t allow myself to sit and watch TV later in the day. Instead, I write, read, or watch TV in the kitchen, standing up.

I will reference these seven behaviors repeatedly throughout this book, with the goal of changing your belief system regarding each one of them. Take, for example, the need to weigh in regularly. At my main studio in Chicago, we ask our staff to weigh each client *at least* once a week, although we actually prefer that it happen more often, even every session. The clients who agree to this practice generally lose weight. Those who refuse are not “losers” in a positive sense. They avoid the scale—they flatly refuse to get on the scale—and by doing so, they avoid the reality and hold on to their belief that they don’t need to weigh in to lose weight. Excuse me, but yes you do! You have conducted your own, personal research study that proves that, if you don’t regularly get on the scale, you won’t lose weight. Better yet, if you don’t regularly get on the scale, you will probably gain weight!

I am very committed when it comes to getting results. By getting on the scale, you hold *yourself* accountable, since I can’t personally be there. You think that you are working my plan. Then you get on the scale and it doesn’t agree with you. The scale is your “data.” It is what gives you the “red flag” you need to examine where you are straying from the program. Are you really sticking with the eating plan as it’s laid out? Are you really hitting your exercise with the intensity required? Are you truly sleeping seven to eight hours each night? The scale holds you accountable for success and nonsuccess. When you don’t lose weight, you are forced to reassess your commitment and behavior. Without the scale, you can live in denial, which you may have done in the past. That’s why it’s your second BFF. (I have a secret strategy to hold you accountable to your daily weigh-ins that I will share with you in chapter 9—an easy technique that can have an enormous impact on your results.)

Let me give you another example. I am a resource speaker for Vistage International, the largest CEO think tank in the world. I travel all over the world presenting to these CEOs, many of whom are

entrepreneurs and highly educated, successful people. When I ask the members to describe their goal for health, weight, and energy levels, with virtually 95 percent consistency the breakfast-skipppers struggle with weight. The reason I bring up this point is that, even with the research that I will share with you in chapter 2, which finds that breakfast is essential for weight loss, their *belief* systems remain intact with excuses like “I’m too busy,” or “I’m not hungry.” They aren’t willing to change, even when presented with overwhelming proof that breakfast and weight loss go hand in hand. It’s baffling how these highly educated people, who rely upon research, facts, and numbers, refuse to change.

Hunger only for breakfast. *The only time you should feel hunger is first thing in the morning, after you have fasted for eight or more hours, depending on how long you slept and if you ate something close to bedtime. If you continually skip breakfast, your body just stops asking for it and you don’t feel hungry. Once you start eating breakfast every single day (I don’t want you to skip even one), you will feel hungry each morning but far less hungry later in the day. It’s simply another example of how your belief that you don’t need to eat breakfast translates into your behavior. You decide that you are not going to eat breakfast, and your body follows the wrong message. Eat breakfast—please!*

If there is one of the seven behaviors listed above that you have already identified as problematic then I urge you to start working on adjusting your belief system in that area now. Don’t wait. If you can identify your biggest stumbling block first, you will then have more time to devote to the necessary changes.

This is imperative for you as a Petite, because you do not possess the same margin for error that taller women do. Your body requires fewer calories each day and must possess a productive, high-powered metabolism. Each of these factors is proven to result in weight loss and must be honored. I can’t make you change the behavior required if I can’t change that stubborn belief system that disagrees with and ultimately sabotages your chance of success.

Taking Control

From this page forward, I want this to be your mantra:

- My belief system has been flawed. I now believe that selfish is good!
- My new belief system will lead to new behaviors that reinforce placing myself first.
- My new beliefs and behaviors will make me much more energetic, productive, and calm. My stress levels will diminish and that will benefit everyone around me, because I made the decision to place myself first.
- My new beliefs will enable me to lose weight and keep it off!

Just saying these things will make you feel better and, with repetition, you will really start to *believe* them and *live* them.

It's a bit like believing you can "live your best life," which has been Oprah's message for years. Only with that belief intact can you actually start to "live your best life."

Your homework, starting today, is to plan just five minutes to focus on yourself. In those five, predetermined minutes—yes, *plan* them—I want you to:

1. Think about what you are going to eat for the rest of the day and tomorrow.
2. Plan when you are going to exercise in the coming week. You just need three thirty-one-minute chunks, so that's not asking for a lot of time.
3. Eliminate one unnecessary task from your day. No, that basement closet does *not* need to be cleaned out today. Instead, make a cup of tea, because tea boosts your metabolism and helps you lose weight. Isn't that what this book is supposed to be about?
4. Breathe. I give you a stress-relieving breathing exercise on pages [267–268](#). Peek at it now if you feel you need it.

I'm only asking for five minutes. Clearly, you have that time to give to yourself—because you now believe that selfish is good!

Metabolism: the set of chemical reactions that occur in living organisms to maintain life. FYI, these *chemical reactions* burn lots and lots of *calories*.

Effective, permanent weight loss is all about an optimized, “calorie burning” metabolism, which is why I call it your “weapon of mass reduction.”

Stop and think for a moment. Why have you not succeeded at weight loss in the past? No, don’t think. I have the answer. You were not a success at weight loss because virtually all the diets you have been on in the past totally destroyed your metabolism.

Quick. Go turn your blender, fan, or hair dryer on high. Think of that as many, many calories being spent (which is good) at the highest possible speed. Now turn it on medium. Ah, not quite the energy (calories) that was blasting before. It’s slower. Finally, turn it on low. Now it’s humming along in comparison to the two other settings. That is the metabolic consequence of 99.99 percent of all diets you have followed in the past. You turned your motor from high to low—and, in the process, you gained all the weight back and then some, and wondered why. You may even have berated yourself and called yourself a failure. I refer to “failure” as the “F word”; I prefer to call it “non-success,” or just NS. I am here to tell you that you have destroyed your metabolism by decreasing your precious metabolism-boosting tissue—*muscle*. But before you panic, rest assured that I will show you how to fix that.

Here is the reason you and virtually every other woman who has gone on a diet has failed:

Diet for Weight Loss = Diminished Lean Muscle

When you lose weight on virtually all diets, you lose approximately 60 to 70 percent fat and 30 to 40 percent muscle. That’s a disaster because:

Diminished Lean Muscle = Diminished Metabolism

Another way to put that is:

Lean Muscle Down = Metabolism Down

That’s the NS formula.

In this program, the success equation for Petites is:

Lean Muscle Up = Metabolism Up

Without a high-performing metabolism, you are doomed to fail at weight loss because your body

will burn very few calories on a daily basis. And that means you need to eat even *fewer* calories in order to lose weight, which is all but impossible. You're living on "low."

Many women hear the word "muscle" and run for the hills. They have this vision of pumped up, steroid-ridden, "freaky-looking" women who ungracefully "grace" the cover of women's body-builder magazines. That is not the visual we are looking for. If you don't believe me, Google Petra Nemcova, the 2004 cover model of Sports Illustrated's swimsuit edition, who just last spring was on Dancing with the Stars. She is magnificent. A few years ago, she and I did a television show together regarding the secrets of celebrity fitness. Guess what Petra does all the time. Strength training to maintain her muscle and blast off her fat. Is she lean, long, sexy, and gorgeous? Google the pictures of her and you be the judge.

Come on, you've tried the NS formula in the past. Why not do it the right way this time, since you already know that it didn't work the other way.

When I say this to 99.9 percent of dieters, who admit to me that they are NS at losing weight, they say, "but I loved that diet." Can you believe it? They love something that brought them failure and then they defend it! Talk about a deeply, painfully flawed belief system.

Isn't Einstein's definition of insanity doing the same thing over and over again and expecting a different result? Why would anyone embrace the same *results-free* strategy over and over and expect a different outcome? They do so because their *belief* system is so very out of whack.

So let's get to the heart of that often misunderstood word, "metabolism."

Understanding Your Basal Metabolic Rate

Each of us possesses a basal metabolic rate, or BMR, defined as:

The amount of energy expended while at rest in a neutrally temperate environment, in the post-absorptive state (meaning that the digestive system is inactive, which requires about twelve hours of fasting in humans). The release of energy in this state is sufficient only for the functioning of the vital organs, such as the heart, lungs, brain and the rest of the nervous system, liver, kidneys, sex organs, muscles and skin. BMR decreases with age and with the loss of lean body mass. Increasing muscle mass increases BMR.¹

Please note the last two sentences of this definition: BMR decreases with age and with the loss of lean body mass. Increasing lean muscle mass increases BMR. My eating and exercise plan will keep your BMR from going down, even as you age. I know for a fact that the metabolic rate of some senior Petites I've worked with went up, because they started saying to me things like: "Jim, you know I have to have my hair colored every three weeks instead of every four. The roots seem to be showing faster as my stylist tells me my hair is growing faster." That alone, along with nail growth (another easy indicator), can prove that your metabolism is accelerating.

As a Petite, your goal is to do *everything* in your power to maintain and increase your metabolism *especially* when you diet or restrict calories. When restricting calories, your body senses that there is not a readily available source of food. So the very smart human body slows down its need for food or calories. How does your body go about slowing itself down? It atrophies one of the body's most

metabolically active tissues—muscle. Muscle burns between twenty-two and thirty-six calories per pound per day. That is why it is so very important to your metabolism. If you diminish your muscle tissue, which is what happens when you diet without exercise or skip breakfast, your metabolism will go down. Again, less muscle will lead to a slower metabolism. You *never* want that to happen. By following my eating and exercise plan, you can prevent that from happening.

For years, I have heard countless excuses concerning metabolism. I must be perfectly clear that the majority of them are unfounded, because virtually 99 percent of the time, the problem is not your metabolism. The problem is your behavior. No, actually it's your belief system (like believing that cardio is the key to weight loss, which it is not) that led to your behavior (like performing cardio, a great weight-gain program). Sorry to be blunt, but it's the truth. Stop for a moment and think:

- Were you always this weight?
- Was there a time when you were at a lower weight?
- Did this weight just creep up one pound at a time?
- Did you weigh yourself often to stop the increase?
- Did you count calories?
- Did you exercise the right way or did you perform cardio?
- Are you getting enough sleep?
- Are you stressed to the max?

How, then, can you blame your metabolism? I bet your metabolism rocks. Or at least it used to rock before you annihilated it with a diet. But I can help you fix that! Don't beat yourself up about the past. It's over. Let's move forward, with me as your guide, and shed that fat once and for all.

Recently, there was a picture in a magazine of Oak Street Beach in Chicago, my hometown. The picture was from the 1950s and everyone in it looked as if they had stepped out of a beach movie from exactly that era. Everyone was lean and I mean really lean. There was not an overweight or obese person in sight. Now, fast-forward to today. I am frequently on that beach with my kids, and the vast majority of men and women are much bigger, and I don't mean by just a few pounds. Do you think our genes mutated in a few decades? *No. It's impossible.* Our behavior mutated—big-time—so please don't blame your genes. Instead, let's get to work on optimizing your metabolism through new beliefs and behaviors.

Optimizing Your Metabolism

What healthy factors do affect metabolism? Don't get me started on diet pills and smoking, which, yes, do boost metabolism, but do it in a very dangerous way. Is smelling like an ashtray and/or dying really worth it? Can you really do anything to increase your metabolism? The answer to that question is a big yes. Here are some of the issues that you can address to optimize your metabolism.

Thyroid

If you are feeling low in energy, depressed or anxious, have thinning hair and brittle nails, or have issues with constipation, irregular menstrual cycle, infertility, or low sex drive, you may be suffering from hypothyroid (too little thyroid). Now, many women I know claim that the reason for their weight gain is a slow thyroid, but a very small percentage of these women actually have the dysfunction. Once again, it's your behavior that is problematic, not your thyroid.

If you suffer from either hypothyroid (too slow) or hyperthyroid (too fast, which is also not good for your health), then properly balancing your thyroid through medication is essential to an optimized metabolism for weight loss. Have your levels checked regularly by your doctor and be vigilant about taking your medication. Also, don't wait if you feel there is a problem. Get on the phone, make the appointment, and get in to see your doctor if necessary. If your primary care physician is not giving you the attention or answering all your questions, then go to a specialist. There is no reason to live even one day with thyroid dysfunction, especially if you've already been diagnosed. Take your medication, as the percentage of people who don't take their medication or don't take it properly is enormous.

Digestion

Skipping meals is a *killer* to your metabolism, especially breakfast. Those who regularly skip breakfast have a 450 percent greater chance of being overweight or obese.² Some research has shown that regular breakfast-skippers possess metabolisms that are diminished by as much as 5 to 10 percent. British researchers even found that "breakfast size was inversely related to waist size," meaning the bigger the breakfast, the smaller the waist. Those are compelling reasons to eat breakfast.

I want you to eat immediately after you get up. I eat within fifteen minutes of getting up in the morning. It doesn't have to be an entire breakfast. Many times, I eat a piece or serving of fruit first, then exercise, then eat the rest a little later. Also note that for anyone exercising first thing in the morning, you must eat first or you risk burning muscle. Eat approximately 100 calories before you exercise—such as a piece of fruit, a yogurt, or a piece of 100-calorie whole-wheat toast—then eat the rest of your breakfast right after. This should contain more protein.

Muscle

If you regularly skip breakfast to cut calories and lose weight, you're in good company with the likes of Diane Sawyer. She used to do it before she worked with me, and so did other celebs and soccer moms I've helped in the past. Again, when you skip meals, your body believes there is not a readily available source of fuel. But you should never tell your body that there is a scarcity of food, as it will do everything in its power to slow your metabolism to prolong your life. This is a classic example of your beliefs affecting your behavior, which directly affects your metabolism. Don't tell me that you have a bad metabolism before asking yourself: "What am I doing to slow my metabolism? Am I holding myself accountable for my beliefs and behaviors?"

The way your body slows your metabolism is to break down muscle. That's right; your body goes right to the muscle because it is so metabolically active. It reduces your muscle mass in order to keep you alive. It's exactly like whacking off one of the blades of a fan. Suddenly, even when turning at the same speed, the fan moves less air. But your body only breaks down muscle because you told it to. It was not the body's desire to do that. Your *belief system* told you that you didn't need or want to eat

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