Fut Gill FUNERAL



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Mission Statement

I help busy on-the-go professionals lose more than fifty pounds in less than six months so that they can have the energy to enjoy a better quality of life, more self-confidence in achieving their goals, and the freedom to wear whatever they want and feel amazing in it.

I help people achieve their goals by:

- teaching how to identify their mistakes and overcome them;
- teaching how to know their triggers and create bulletproof strategies to beat emotional eating;
- teaching how to build the right support network and why it is important for long-term success;
- teaching how to handle the haters;
- teaching about nutrition, how the body works, and how to eat well to improve their metabolism;
- teaching how to exercise effectively even when they do not have time;

- teaching timesaving strategies to overcome stress and learn how to not let stress cause weight gain;
- teaching how to change their mind-set to foster long-lasting success.

Chapter 1 My Journey

I'd like to start this book by sharing a secret. Even though I am a doctor, I do not have superpowers.

This seems to be a common misconception about doctors—that we are perfect, do not have any problems, and we know everything. I have struggled with weight loss in the same way that my patients have, and in all that I do in my practice, being relatable and vulnerable is one of my main goals.

It was not always this way. Growing up, it seemed that I had it all for a while. In school, I was the student that everybody knew was going to become a doctor. I felt I had this red-carpet plan that was leading me to my "dream job" of becoming a doctor and saving lives just as they do on television. The whole idea of being able to help people in the way that doctors do was so special to me, and it was something I always knew I was destined for. Getting there was just a matter of process.

Now after all the years of college, medical school, and residency, basically eleven years of training, I find myself in a completely different place than I thought I would be, but it is also the place I know I am meant to be. It is funny how life works out that way.

A few years into my career as an internal medicine doctor, I realized that the reality of medicine was not about saving lives. I was actually spending most of my time prescribing medicine, telling people they had diabetes, and generally trying to decide which pills or procedures could help my patients cope with their problems. I did not really feel that I was helping people, which is why I had decided to pursue a medical career in the first place.

My day-to-day activities were consumed with symptom suppression, but that was not helping people become healthier. It was just a temporary fix. The more I did this, the more insight I gained into realizing how our medical system often has it wrong. If we are really going to help people be healthy, we need to focus on the root of the problem.

Then consider the logistics of the job. The company I worked for allowed me 15-minute windows to see my patients, but most of them showed up late, so by the time I was able to see them, I would have about five minutes left, which was barely enough time to write a prescription let alone get to the root of their health issues.

I spent my days rushing around seeing my patients back-to-back. I also had emails to respond to, notes to catch up on, lab results to look at, phone calls to make, and emergencies to deal with. I was working 12+ hour days and not getting home until late in the evening. Then I would have to do it all over again the next day.

I was only a few years into my career, and I was quickly burning out. I even reduced my hours to a part-time schedule of four days a week as opposed to five, but that ended up being worse because I would just use that extra unpaid day to play catch-up. I was always buried in paperwork and did not feel I was making any real difference in the lives or health outcomes of my patients. I was just giving them a short-term fix only to have them return for a new one a few months later.

I was supposed to be living my dream as a doctor, but my reality was far from it. Not only was I not living my purpose, but I also did not feel as though I was helping my patients in the way they needed to be helped, which was not how I wanted to live.

My moment of clarity came one day while driving on I-225. If you live in Colorado, you know it is one of the worst highways in the state because there is always traffic. It was late in the evening, and I was still far from my house. I started to realize that if I had a child to go home to I would barely get to see them, and I would be exhausted in the process. I knew that my current life was not sustainable. I knew I needed to make a change and get control of my life.

I did not know what I was going to do, but I decided I was going to change my life. This is how it works with my patients as well. Many of them have these moments of clarity when they decide they must do something different in terms of their weight. They may not know what they need to do, but they have visualized the outcome and committed to achieving their goal, which is necessary for any challenge in life. Determining how to do something is always just a matter of process. It is the commitment to that outcome that is most important.

When we commit to changing our lives whether it is to get to a healthy weight or reestablish a sense of purpose in our career, it is not as if the change will happen right away. It takes intent, and it takes time. My transition to my new outcome did not happen right away. It, too, was a process that involved varying degrees of depression for me.

There were days when it was very hard for me to get out of bed in the morning because I just did not want to go to work. My husband is also a doctor, so thankfully he was able to relate to me and knew how I felt. He would give me a big hug in the morning and just encourage me to put my head down and get through the day. He helped by assuring me that on the weekend we would have fun and relax, but I was truly living the definition of "physician burnout."

"Physician burnout" is a common outcome for many doctors. I wanted to become a doctor because I wanted to help people, but as I tell many of my patients, you cannot help others if you are suffering. Physician burnout is something that can cause some doctors to get to the point of suicide, and while I was not at that point, I certainly was not in a good place. I knew that the longer I continued to do what I was doing, the worse my condition would get and the worse my contribution to my patients' well-being would be. In all that we do, we need to care for ourselves as we care for others.

As I began charting how to change my career, I started combing the Internet looking for an alternate job in the same field. I felt I was in a prison and was willing to accept any way out. The more I looked, the more I felt that if I just took a different physician job I would really just be signing up for the same problems in a different place.

This is when I really had to do some serious soul-searching. I said, "OK, I am open to the signs. Give me a sign, whatever it is. I am here to change. Please send some solution my way."

That sign ended up being an advertisement on the Internet for a weekend event called "The Millionaire Mind" hosted by T. Harv Eker. I already knew who he was because he wrote a book called *Secrets of the Millionaire Mind*, and it profoundly affected me when I read it. Now here he was popping back into my life in the form of this advertisement. What I learned from reading his book was that the answer was usually not to work harder but work smarter. This book totally changed my world and my conception about who I was, what my purpose was, how I needed to think about my finances, and what it meant to be successful.

When I saw the advertisement for his free event, I immediately enrolled. It ended up being one of the best weekends of my life.

At this event, they shared a parable. It was about a farmer who had this beautiful tree that bore lots of leaves and fruit. It was really just a gorgeous tree, and people drove from far away just to see it. After one particularly bad winter, the farmer started to panic because the tree did not replenish its fruit, and he worried that the crowds would stop coming. He thought he had a solution, so he decided to try and fool people by taping some leaves and fruit to the tree to make it appear healthy. Much to his dismay, though, as soon as a windy day came along, the leaves and fruit were blown away, and he was once again left with a bare tree.

The farmer sat by his tree and started crying out of helplessness. Then a neighbor came by and said, "If you want the tree to be healthy, stop using tape and instead focus on the roots. If you do that, the tree will bloom."

That was my aha moment. I literally jumped out of my seat. This story resonated with me so closely. When I was looking for other jobs, I was basically trying to tape the leaves back on the tree when I should have been working on my "roots."

I knew I needed to work on my "roots," but I did not necessarily know what that meant. I went home from the conference and really started to contemplate what I was good at doing, what I wanted to contribute to the world, and how I wanted to add value.

These reflections took me back to my childhood. What did I really enjoy? What was natural to me?

I knew I enjoyed being part of a team. I knew I enjoyed motivating people, and I enjoyed helping people more than anything.

What I learned at the conference was that I did not need to adhere to the traditional definition of what it meant to be a doctor to be able to help people in the way I wanted to. I could create my own business and rewrite my own script for how I was going to live my purpose and help people. Sometimes the problems or challenges we face in our lives are really just a product of the lens through which we are looking at them. I had grown up with this narrow view of what it meant to be a doctor, and so I was using that same narrow view to try and come up with ways I could be a doctor. When I started to brainstorm options from an expanded perspective, good things started to happen.

I was allowing the universe to help me in ways I had previously been closed to. That very day I came across a website called "Income MD." This site was designed to help doctors like myself transition from physician burnout toward a fulfilling business where they could do things differently but still use their skills and training as a doctor while also helping people. It was run by Dr. Mike Woo-Ming, and he was my little ounce of hope because he made me see that I did not need to give up being a doctor to be able to love my work.

I went to his workshop in San Diego, and he told me about a friend of his who runs a weight loss clinic in Texas. He connected us, and when I spoke with her, she said, "I do weight loss. I have the best job ever because I help people get happy, healthy, confident, and off their medications. I help them overcome their knee pain and move into the direction of their best selves."

This conversation was very inspirational because I had never really met anybody who actually loved their job and had determined how to align their work with their purpose. I had always believed that a job was a means to an end, and that it was supposed to be unpleasant, which was just another example of the narrow perspective I was using to frame the way I understood what it meant to be a doctor.

Our conversation was transformational for me. As soon as it was over, I knew what direction I needed to follow in my career.

That was the beginning of my journey into weight loss. I consulted the Denver Small Business Development Center, enrolled in a small business basics class, and connected with a counselor named Wendy King, who helped me clarify my business model, my marketing, and everything

else I needed to put into place to be able to open my own clinic and start changing people's lives for the better.

I did not quit my job right away. I continued working there for the next year while spending every spare moment I had putting the pieces of my business into place. I had a secret underground operation going where I was planning my escape. I even wrote out my resignation letter long before the three months I was required to give just to make sure I had it worded perfectly. This is a great example of first knowing where you are going and then deciding how to get there.

In April 2012, I submitted that resignation letter, and my last day of work was a few months later in July. In September of that year, I officially opened the doors to my weight loss clinic. While I was planning my escape from my job, I also became engaged and then married, so I was very busy.

I remember very clearly when I opened the doors to my clinic. I can honestly say that it was a moment of pure bliss—not just because it meant I did not have to work the job I disliked so much anymore but because I was finally connecting with the person I was meant to be. This does not mean that I did not have fear and doubt. I did, but this is normal when embarking on something new. When you know, though, that what you are doing is exactly what you are supposed to be doing, it is so much easier to overlook the negative and focus only on the positive.

Now that I was living directly in my purpose, I would be able to wholeheartedly give my all to my patients to ensure they would get all the help and value they needed and deserved. What was especially great was that I did not need to give up my medical license or stop being a doctor. Because I allowed myself to expand my perspective of what it meant to be a doctor and what it meant to help people with their health outcomes, I was able to come up with solutions to my challenges that I had not previously thought possible. This is the same tactic I use with my patients. I get them to change their ideas about what is possible, and when they do, they are able to achieve outcomes they once thought impossible.

Looking back, I can see that my time as an internal medicine doctor was part of the journey I needed to go on because it led me on the path to do what I was meant to do. My background in understanding how the body works, people's medical history, and medication has really allowed me to help my patients lose weight and become healthier on a whole new level. Had it not been for my previous experience in internal medicine, I would not be as effective as I am today for my patients.

The first year of my practice was very memorable. I even won an "Inspire Award" because I had a patient, whose identity I am still unsure of, who nominated me for it. The most significant part of winning that award was that it was a sign I was on the right track and doing what I was meant to be doing. Opening my clinic was one of the biggest so-called risks of my life because I had given up a secure six-figure salary to open myself up to being the best version of myself while

also helping others be the best version of themselves, and this award was just one of the many signs I had telling me I had made the right decision.

It is easy to reflect on events in your life and make sense of how they fit together and why they were supposed to happen the way they did. When I was going through it, I had a lot of internal doubt and uncertainty, but looking back I can see that those emotions were necessary to push me to get to the place I was meant to be. Remembering what it felt like when I was just starting out is the fuel that makes me so excited to get out of bed every morning and help my patients. Work does not feel like work anymore. I truly love what I do.

Besides helping my patients transform themselves, I also now have a much better work/life balance. I have more freedom to pursue what is important to me outside my career. I get to spend more quality time with my daughter, Haley. I drop her off and pick her up from school. I only work half-days on Wednesdays, I take Fridays off, and I can go on a vacation whenever I want to.

This freedom and control over my life and work has given me a level of balance I never thought possible, and being balanced in this way allows me to serve my patients at the very highest level. As I say time and time again, you can only show up at your best for others if you first take care of yourself, and this is what I am now able to do.

My connection to the work I was doing increased during my pregnancy when I started to have my own struggles with weight. During that time, I gained forty pounds. Even though that is normal for someone my size, I felt it was a lot, and I started to really feel that I was overweight. I started to understand my patients and the realities of what they were going through on a level I had previously not felt. After the delivery, I lost only ten pounds, so for the first time in my life, I had to get on a program to get my body back to what I felt was a healthy place. This led me to start following my own program.

My daughter was born in November 2014, and I started working on my program the following January. It took me three months to lose forty pounds. What is great about my program is that you do not need to have a clear schedule to be able to follow it. When I was doing it, I was busier than ever: I had a newborn baby and a business to run, so I was sleeping about three hours a night. I was spending all my time adjusting to the realities of motherhood and had very little time to exercise, the point being that my program is designed for the busy person. It worked for me, and it can work for you.

When I built my program, I did so with the realities of today's world in mind. We live in a society that is so fast paced. With social media, technology, work demands, and travel, it seems as though we never have enough time for ourselves anymore. We are in an economy where people have a lot of demands. I have crafted and perfected a program that fits people like me who do not have time to count calories, spend hours at the gym every day, and be in the kitchen cooking nutritious meals all the time.

The problem I have seen is that people all over the country tend to put health at the end of their priorities list. The obesity rate is increasing, and our health is declining. More people today have diabetes than ever before. They also have higher cholesterol levels and suffer more heart attacks than in the past. My program is about placing health higher on our list of priorities, but that does not mean it needs to take precedence over everything else in our lives. My program is designed for people who have a busy life and are unable to just put their lives on pause.

I am on a mission to help people transform their lives, and I am using food and weight loss as my form of medicine. I am done with the symptom-suppression approach and am now focused on the root of people's health problems. I want people to bloom just like that beautiful tree. Being connected to that higher mission is what motivates me to continue to grow my clinic so that I can continually help more and more people.

I have experienced what so many of my patients are experiencing, and that makes me uniquely qualified to help them. When my patients tell me their knees hurt when they run, they cannot breathe after walking one block, they are uncomfortable in their clothes, they do not like what they see in the mirror, that it is hard for them to travel, and that they cannot keep up with their children, I understand because I have seen it from the perspective of my work as an internal medicine doctor, and I have felt that way myself. I was able to come out of that journey on the other side as the healthiest version of myself, and I can help people achieve the same results in their life.

I believe that everything in our life is related to our health. If a person is healthy and feels good about themselves, that sets them up for success in all other parts of their life. Being healthy is truly the root of all success. If a person is healthy, they will have good relationships, a good career, be more in control of their finances, and will just be happier. My mission is not just about helping people lose weight. It is about transforming them into the very best version of themselves.

Chapter 2 Triangle of Health

Anything worth having in life takes work, and health is no exception. Yet, the weight loss industry is full of marketers that promote programs and solutions that are akin to get-rich-quick schemes. Just as you are unlikely to get rich overnight, you are not likely to reach your weight loss goals by simply buying a quick-fix program, and the reason is that there is much more to it. Before you think about starting any type of diet or exercise program, you need to make sure your foundation is solid. As with everything in life, you cannot build anything sustainable on a weak foundation, which is why many of the programs that people try do not work. They are not based on creating a solid foundation for weight loss. Without a foundation, it does not matter what you do. You will not get the long-term results you are seeking. I credit Kelly Roach, my business coach, for helping me develop this approach using the derivative mind-set before mechanics. When she said that to me, a light bulb went off in my head. I said to myself, "Mind-set comes before mechanics, which also comes before movement." This led me to develop the basis for the foundation that I build with my patients. I call it the *triangle of health formula*.

The reason for a triangle is that all three categories are dependent on one another. You cannot work on just one corner if you want to achieve the weight loss results you seek. You need to work on all three. This is the foundation I am talking about. When you approach weight loss using this three-pronged approach, that creates a foundation for success. A great example of this is the New Year's resolution. People often resolve to get fit in the new year, so they join a gym, work out furiously for a week or two, and expect results. The problem with this approach is that it is only one pronged, not three. In other words, there is no foundation to this approach. You can have the *movement*, but without the corresponding *mechanics* and *mind-set*, you won't achieve the results you want. Working out furiously every day might keep you from gaining weight, but it is not going to truly fix your overall health problems since it is not going to really fix the root of the problem.

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