

*Transcript*  
**Guest Expert Natalie Uhling**

Keri Glassman:

Hey Natalie!

Natalie Uhling:

Hi guys!

Keri Glassman:

I'm so, so, so, so happy to be chatting with you today. I'm always happy to chat with you. Whenever we chat, we can chat for hours and hours and hours and hours. There's so much to talk about, but I'm so happy that you are here today joining us for the Nutrition School as a guest expert, because I know I love listening to you, and I know our students are going to love listening to you, learning from you, hearing from you, and chatting with you in this nature. I can't wait to get started. All right.

Natalie Uhling:

[crosstalk]

Keri Glassman:

Yeah, absolutely. Okay. Nutrition School students and alum, if you're watching this, I want to tell you a little bit about Natalie in case you don't know Natalie. Natalie Uhling is the creator of NUFit. She is also an Under Armour athlete for many years, and she's also the Denver Bronco Cheerleader master trainer. She's a rock star. She's incredible. Not only is she this beautiful woman who you see in front of you, she is a strong, passionate, incredible, smart, and brilliant on the inside and out. Can you be brilliant on the inside and out? Does that make sense? You know what I was trying to say.

Keri Glassman:

I'm saying through and through, just a solid person who I adore and love, and I feel so grateful to call my very dear friend, as well as someone who I admire tremendously in the health, wellness, and fitness world. We're so lucky to have you here today, Nat. Let's get started. What we're going to talk about today is really how to make the transition from a day job to your dream job. The reason I

wanted to talk about this with Natalie ... Obviously Natalie could teach us so much about fitness. You all have to go to her website, her YouTube channel, and check out all of her amazing videos. If you don't, follow her on Instagram. If you don't already follow her on Instagram, it's natalieuhling, right?

Natalie Uhling:

Yeah.

Keri Glassman:

Okay. Natalieuhling on Instagram, so check her out. Obviously lots of fitness information and inspiration she can give you there, but the reason I wanted to talk about this topic is because whenever Natalie and I get together, we always end up sort of falling into this conversation about just empowering each other, inspiring each other, inspiring other people, and using your passion to drive your life forward in all areas of your personal life and your business life. Anyway, that's why we wanted to talk about that today. I will get started. Okay, so my first question for you, Nat, is ... Well, tell everybody a little bit about how you started your career. I want you to go all the way back.

Natalie Uhling:

Yeah.

Keri Glassman:

Tell us, because I love your story personally. I think everybody will find it really fascinating.

Natalie Uhling:

Yes. I grew up in Idaho, for those of you who don't know that. You're like, "What?" People get very shocked. They're like, "You're the only person from Idaho I've ever met." I'm your first. I grew up in Idaho in a really sport driven family. I played every single sport possible. I grew up swimming, dancing, soccer, and kind of all the normal stuff. I really, really loved cross training with the Group X situation. I was that 10 year old kid with all the moms or just girls in their 20s in all the Group X classes. I would go train after school, and then I'd take all the night classes. I really just loved the essence of performing. When I was a kid, I did tons of talent shows and things like that, so entertaining and being on stage, but also using my own body and movement was just something that I just loved. I knew that I wanted to do something that I was able to move all day and to inspire people.

Natalie Uhling: When I was 13, this woman from Utah, who was just a total fucking rock star ... I loved her. She came to Idaho, and she brought her fitness, kickboxing and dance method to the local YMCA. There was no like SoulCycles back then, FLT's, or any of this stuff. She brought her own kind of twist on kickboxing and dance. I met her, and I was like, "You're like my hero. I want to do what you're doing", so at that moment I started going to all of our classes and just really realized that movement, entertaining, being passionate about sports, being in front of people, and inspiring what was really my calling. I honestly knew at that age I had to do this. Fast forward, I went to college. I went to the University of Nebraska. I worked with the athletic department there and taught classes at the local rec center that everyone goes to. Then, I moved to New York to go to the Fashion Institute. When I moved to New York ...

Keri Glassman:

Wait, pause. Pause. How'd you go from fitness to fashion?

Natalie Uhling:

Yeah. I wanted to do fitness obviously, but there's no money in teaching. Let's just be honest ... You're making no money teaching at 24 Hour Fitness if you're teaching a boot camp, kickboxing, yoga or whatever. How the hell was I going to make money and be able to pay my bills on something that I loved? At that time, I was also a kid. I'm 19 years old going, "How can I do ... This is what I want to do, but how do I actually do it?" I love fashion too. That's been a huge passion of mine since I've been a kid too, so I wanted to go to fashion school. From there, literally all I wanted to do was get into the health and wellness industry. I was like, "How can I really do that?" I worked to Equinox at the front desk, because I was trying to get myself involved in any different way that I possibly can. I started taking so many classes, and then I found a program called IntenSati, Patricia Moreno. It's been awesome to me. They've been a huge mentor of mine moving forward.

Keri Glassman:

Patricia, by the way, has been a guest expert for the Nutrition School too.

Natalie Uhling:

Oh. She has?

Keri Glassman:

Yeah. She has. Yeah. I love her as well. Yeah.

Natalie Uhling:

Yeah. I literally met her when I first moved to this city, and I was like, "Holy shit! This is what I want to do. You're doing what I want to do." I was 19. I'm like, "How do I do this?", and I still had school to go through. I still had college and everything, so literally I worked at the front desk at Equinox so I could take her class. I literally couldn't afford a membership. I'm like, "Oh my God! This is what I have to do."

Keri Glassman:

Right. That is dedication. I love it.

Natalie Uhling:

Yeah.

Keri Glassman:

I don't know if I ever knew the Patricia part of the story. It's funny, because Patricia is also a dear friend, like I said, and also an expert on IntenSati. That's so funny. I seriously don't know if I knew that part of the story. So funny. I love it. I love that.

Natalie Uhling:

She's just been so awesome. I graduated from college, and I got offered a job at the Nicole Miller right out of school for literally \$20000. My dad's like, "Well, you can't stay in New York for \$20k, so you've got to figure it out." I met some people that were selling platforms in at banks, and I went down and met this brokerage firm called PGC. They hired me for 3X of what I was going to make at Nicole Miller, so I decided to go into finance for one year, to pay my bills, and to figure out what I was going to do next. I went and worked in finance for a year down on Wall Street. It was the craziest experience of my life. Within there, I taught at 24 Hour Fitness, so I would teach at night. I taught Monday nights, Wednesday nights, and Saturday mornings. I taught a program called Turbo Kick, which I'm still a huge fan of.

Natalie Uhling:

Through that, I'm like, "I want to be doing this full time." Then, after I worked in finance for a year, I decided I wanted to go back into fashion. Ralph Lauren had a position for me at the same money salary that I was making in finance, so I moved back into fashion. Thank God ... Like, what I wanted to do, but when I was at Ralph, the entire time all I wanted to do was do what I'm doing today. If you ask any girl that sat next to me in our cubes, they'd be like, "Of course Natalie's doing what she's doing." I literally got an email from the girl that sat across from me yesterday saying, "Oh my God. I remember that you talked about fitness all day long and I'm really inspired ..."

Keri Glassman:

I love it.

Natalie Uhling:

"... Me, and I can't believe you're doing what you're doing today. It is so cool." Anyway, I worked my full time job at Ralph Lauren, and then I taught at night. Then, this thing called SoulCycle came to town,

Keri Glassman:

This little thing called SoulCycle. Ever heard of it?

Natalie Uhling:

Their first studio was on the Upper West Side. I was like, "I'm going to go check this thing out." I went to one [inaudible 00:09:00], and I'm like, "Wow, I love how they mix music, entertainment, the lights, and the whole DJ thing. I just loved it. I was like, "This is awesome. I want to try out for their program", so I went and tried out. There was tons of people trying out. They picked four people, and I got one of those four spots. They kicker was everyone that made the training program didn't have a job, so I was the only one that had a full time job.

Natalie Uhling:

This required a full time commitment. I was like, "Holy cow! What do I do?", so I went back to Ralph Lauren. My boss is amazing. Her name is Amy. I love her. She's like, "I know this is what you want to do. I'm going to make you a deal. Don't tell anyone ..." I know Ralph is probably being like, "What? We let this chick go do [crosstalk 00:09:50]?" I left two days a week and just got my work

done at night. I would stay really late at night. I'd come back after the training, and she let me go do the training program with Soul for six months.

Keri Glassman:

Wow.

Natalie Uhling:

I was able to use my corporate job to pay my bills, because I had to pay rent. The training program, you do it for free. You're not getting paid.

Keri Glassman:

Right, right.

Natalie Uhling:

I needed income, so I had to do three jobs. I did SoulCycle, 24 Hour Fitness, and I worked full time at Ralph Lauren to get me set up.

Keri Glassman:

That's unbelievable. That's unbelievable. By the way, that is a really good boss. That's a really good boss. Someone that can appreciate your passion to do that. That's amazing.

Natalie Uhling:

Again, everyone that I sat next to, I would talk about this all the time, so they totally knew that it was my calling. I'd literally round up everyone at Ralph and be like, "I'm teaching tonight", and they'd all come to my class.

Keri Glassman:

Oh, that's so fun. I love that.

Natalie Uhling:

[inaudible] and Polos' offices are 59th and Madison.

Keri Glassman:

Yeah.

Natalie Uhling:

It's just all right. I was able to use my desk job in order to propel me into my passion job, that internally ended up being what it is today, but I would not be able to do what I did without that income. I think that's a huge thing for people looking to get started. You have to have money capital to be able to do this ...

Keri Glassman:

Right.

Natalie Uhling:

... To get you set up in some sort of way. I lived on my own. I had to pay rent.

Keri Glassman:

Right. That's amazing. That's so inspiring. Just everything you had to do just to get started. That's just the beginning. That's just the beginning of the fitness part. Then, we have everything from there, which we'll hear more of where you got from there on, but that's really how you got started in the end. That's amazing. Actually, before I even go on to the next question ... From there, how long until you actually ... After you did the training program, then did you quit the job and fully dive into it?

Natalie Uhling:

It was a year.

Keri Glassman:

Okay.

Natalie Uhling:

It was exactly that I said. I literally didn't have any time. I was teaching at nights, teaching on the weekends, working full time, and then the camel broke on my back. I was just like, "If I want to make a run for this, I've got to do that." Also, at that point I met Under Armor, so I was starting to work with them. I got into the modeling industry, so I was making a lot more income doing campaigns and things like that.

Keri Glassman:

That's great and that's pretty good. That's fast that you got set up with Under Armor, started doing those things, and getting campaigns. That's pretty fast. That's great.

Natalie Uhling:

Actually, the girls at Polo did a fake mock up modeling card for me. We did some random photo shoot in the back of a studio at Polo. All the graphic designers [inaudible] the images, my height, and all that stuff. Then, I would go out on go sees. Then, that's when I met Under Armor, and I booked my first campaign with them.

Keri Glassman:

Unbelievable. When you just were talking about you being at Ralph Lauren and them doing this modeling shoot for you to help propel you forward in the fitness industry, what I find so fascinating about that is, and I'm sure there's so many people out there in the Nutrition School listening to you saying you were working at Ralph Lauren in New York City ... That's an amazing job, but it still wasn't what you wanted to do. It wasn't what was in your heart. I think that's such an important point, because there are so many people out there that have, whether it's an amazing sexy job like that, an amazing well paying job, a great steady job, or a consistent job ... But they're just kind of empty inside, because they're not doing what they really want to be doing. They're not following their dream and their passion. I think you exemplify so much that even in a great job in New York City, you were like, "This is what I want to be doing."

Natalie Uhling:

100 per cent. I was like rotting inside every day. That's how I describe it. All I wanted to do was do what I'm doing today. I'd surf the internet. My brain and my physical body was at work, but my spirit and soul was completely out. I just knew that I had to at least chase this thing that I wanted to do and at least give it a run.



Keri Glassman: Yeah. That's so inspiring. That actually leads me to one thing I wanted to really ask you, because I knew that you'd made that transition from fashion to fitness. I didn't know all these details, which are so inspiring. It's crazy. What was that one thing that made you say, "I'm out! I'm quitting. I'm going full time. I'm out." I mean, full time into the fitness world. What was that one thing? You said there was the straw that broke the camel's back, but what was that one thing?

Natalie Uhling:

Yeah. Literally, when I met Under Armor, and I did my first campaign shoot with them in Central Park ... The shoot was four days long, and I had to take off PTO days at Ralph for four days. I just saw the momentum, and I was doing really well at SoulCycle. Then, I was getting calls Barry's Bootcamp, who was coming to town. I had all these other potential jobs coming in, and I'm like, "If I really want to do this, and if I really want to play at the level that I want to play at, I have got to be committed to this." Literally, after I left that campaign shoot, those four days I was like, "I've got to make a run for this." I couldn't balance it all. It just couldn't work. It just couldn't work. That's when I decided, "Okay. I'm going to let that monster go of Ralph ...", which was really, really scary, "... And really try to make a run for this."

Keri Glassman:

What do you think gave you that ultimate confidence to say, "I'm going to make the run for it?", because I understand the not being able to balance it all. That sounds exhausting. I'm tired listening. I'm like, "Oh my God. I think I do a lot. That sounds tiring." What gave you that confidence to say, "I'm out"?

Natalie Uhling:

Yeah. After I did the UA shoot, I got calls from every other modeling agency in New York for Wilhelmina. They were all calling going, "We want to represent you. We have all these jobs", and then I started getting flooded with jobs. I shot with tons of different brands after that. I knew that what I was selling, people want it. Then, Joey called me from Barry's Bootcamp. They wanted me to open up the New York store and be a part of that. I opened myself up to the possibilities, and then everything was coming fast like, "We want to hire you here. We want you here. We want you here", so I saw that there was enough interest in what I was doing to let go of Polo and be okay with letting go. Honestly, the day I left, I was like, "Amen!" I was so happy.

Keri Glassman:

Oh. That's amazing. I love it. I love it. I understand. You had other jobs, and you had other things out there. That gave you some confidence, so that makes sense. I have to say though ... You have this energy. You have this incredible energy, and I'm not just saying this, everyone, because Natalie is my friend. You can see it. You've all now seen it for however long ... 17 minutes we've been here. You have this amazing energy that's not just high energy, but it's ... I always think of you as someone who's really fierce in the best, most positive way. You've got this fierce confidence and energy that's really contagious, and I find very inspiring. Where do you think that came from? As much as there was modeling jobs coming to you, and you knew you wanted to follow your dream and you needed to be committed, but you definitely have that in you. Where do you think that fierce confidence comes from?

Natalie Uhling:

I've really been wondering that too. I've honestly been this crazy extrovert and person that's willing to kind of ... I am fearless, almost in a way, my entire life. I think what really made me thick ... I'm like, "Oh my God! I've lizard skin." I tell myself that all the time. I'm like, "I have lizard skin of all the stuff that I've done and all the shit that's happened." When I moved to New York, I'd never been there in my entire life, and my parents would put me on a red eye plane ...

Keri Glassman:

"Have fun sweetheart. Hope you sleep!"

Natalie Uhling:

I really had to create what I wanted to create for myself at such a young age with no one around. No family. I'd never been to the east coast ever.

Keri Glassman:           Right.

Natalie Uhling:

Landing there and then having to dig deep and figure out what the hell was going on ... My internal strength on just living in the city, having no friends, it's New York, and trying to figure it out. Everything else was easy. Honestly, getting myself there, doing what I did, and making it ... Everything, I'm like, "Dude, if I can do what I did for those couple of years, and if I could withstand what I went through, everything is cake." Honestly, because I didn't have a dollar. I remember looking at my bank account, and I would be over drafting all the time. I was crying in my bed, and

there was weeks where I literally had the meal card for the cafeteria, and I'd eat cereal for weeks. I'm like, "Dude, if I can withstand that ..."

Keri Glassman:

Yeah, I hear you.

Natalie Uhling:

"... I can do anything", and that was really when I'm like, "I have more strength than I even knew I had."

Keri Glassman:

Yeah. That's unbelievable. It's unbelievable. It's unbelievable when you look back on times in your life where you can look back and say, "How did I survive that?"

Natalie Uhling:

Yeah.

Keri Glassman:

I know I've had these experiences in my life and times in my life as well, where I look back and I'm thinking to myself, "How did I get through?", but you do. That is why, I guess, those experiences make us stronger. It's not even one day at a time. I mean, there are days when it's one hour at a time. One moment at a time. What's going on for the next hour? I always say that. There were just times in your life that are like that, but you can get through that hour, and then the next hour, and then a day, and a day ... You get through. That's incredible. You're incredible. Okay. I have a question. I'm sort of going back to you being in the ... You mentioned one of your mentors already in Utah. I think that the woman who first got you into Group X?

Natalie Uhling:

Yeah. Elise.

Keri Glassman:

Okay. Elise. Who else has been, aside from Elise, a mentor of yours going forward and building your fitness career?

Natalie Uhling:

There's a guy in this space, who I'm very good friends with. His name is Todd Durkin. He runs a huge sports performance training center down in San Diego. He's been a huge mentor of mine. He has his brick and mortar, but he also does sports performance, and he has a whole program called Impact. He's really high energy like me, so it's all about getting your mind right and coaching yourself. The mentality and all that stuff is such an important part of what we do. He's been another huge supporter of mine. He's in the older school of fitness, and he's been in the game for so long. He's given me so much confidence. He's like, "Nat, you can do anything!" He's always [inaudible] the [crosstalk 00:21:57].

Keri Glassman:

I love that.

Natalie Uhling:

He's seen the waters and the ebbs and flows of the industry. For 10 years, it's all about studio fitness, and then for 10 years it's all about this brand. He's like, "It's the waters. It's like the tide. The tide comes in, and the tide comes out. You just have to have a really strong foundation", so he's been a great mentor of mine. Then, just all the other people outside of the fitness space. My family has been a huge support. My husband has been the one that helps me out with all my business stuff. Honestly, without him I'd be screwed. He'll help me do models and business models. He comes from an investment banking background, so having someone like that on your side has just been a huge help of mine too. Honestly, it's been surrounding myself with really amazing high energy motivated other females has just been a huge ...

Natalie Uhling:

They might not be mentors of mine, but they are totally a part of my orbit. They're mentors in their own way. They've given me inspiration in life, like a person like you. I think it's just different people along the way that have really helped shape what I've done, but it's not just fitness people. It's so much bigger than that, that I've met along the way that have been there for me. I would say Todd's been a huge person that I look up to. I'm like, "Wow, he's the real deal." I want real deal people. He's built solid stuff that I'm like, "Wow. That's awesome. That's totally the future, and that I want people to know that I'm here. I'm selling real stuff and not just, 'Lose 10 pounds in 10 days, and here's a fun butt exercise.'" That's not the way the real stuff works. It's just getting around real people that are doing awesome stuff and passionate people.

Keri Glassman:

Right. I think it's so important to have mentors, to have the right mentors, and to not be afraid to go and ask for people to mentor you ... I mean, not to be afraid to go and ask, and not to be afraid to put yourself out there and do that. Chances are any successful person you know out there that is successful, has had mentors along the way. That's why I think it's so important also to hear that from you. Some people, whether they're shy or they don't know if they should reach out to that person, but going for it, putting yourself out there, reaching out to those people that you think can guide you, is priceless. It's just priceless. I think we've heard a lot in the beginning of the challenges, but if you can just give us a little bit of insight with what you think has been some of the challenges as you've gotten further along in your career?

Natalie Uhling:

Yeah. One of the big challenges I'm kind of up against right now is the issue of space. My whole business model is I don't want to own my own brick and mortar. I have a format, and I need an incubator or a home base for everything that I'm doing. I'm training girls to teach my method, but I need a space that allows outside people, as well as members, to come and flourish in this space. We can create, and we can do all these amazing things as artists. That's been the biggest challenge for me for the past five years. In New York, people want to own your method outright.

Natalie Uhling:

You're like, "Well, you didn't create it, so I don't want to sell it to you", so you're up against all these things. Then, you end up teaching out of crappy spaces in New York that are run down that aren't brand on for you. That's been a real thorn in my butt. That has been a real big challenge of mine, and I've hopefully solved that with a company that I partnered with. It's allowing outside people to sign up now here in Colorado, but again ... It's something that I feel like I'm always trying to over hurdle that. We're perfectionists. You want the [inaudible] right. You want everyone to have this amazing experience.

Keri Glassman:

Right. I also understand you not wanting to own your own space.

Natalie Uhling:

I don't want to own my thing, so that's been a big, big thing. I'm trying to figure out that space out and having to own a space, which is absolutely not the direction I want to go.

Keri Glassman:

Right. That's interesting. That was actually a really good example, because it's a very specific challenge in your space, but I'm sure there's many people out there that have that. Okay, so maybe you'll have to come back and tell us when you figure that out and you've solved it. We want to know.

Natalie Uhling:

I think I figured it out. I start on Monday ... The place that I think I figured it out with, but I'm testing the waters. I'm figuring it all out, so we'll see what eventually ends up. Hopefully, I'm crossing my fingers that this one works out.

Keri Glassman:

I do too. It will. I feel good. I think you always make it work. You always make it work, so it's going to work. I feel it. I feel it. Okay. My next question for you ... I only have a couple more. Two more. What do you think the biggest rewards along the way have been? Sometimes people think it's the obvious like, "Oh, I got this contract." People think it's those obvious things, but sometimes there are things that we don't expect. What are your biggest rewards?

Natalie Uhling:

Yes. Getting deals and things like that, that's all great. It doesn't even compare to when ... Honestly, the biggest reward that's probably happened in my life so far has working with the Bronco girls. I feel alive. It's the weirdest thing. I've never worked with females that have as much passion. They are just like me. I've got a pack of superhero or heroes behind me. They're also young, so it's like I have this amazing opportunity to be a leader. Last night, I dropped off ... I have these things called the passion planner. I don't know if you guys can see them, but they're so cool ... This brand I love.

Keri Glassman:

Yeah. I love that.

Natalie Uhling:

The girl that runs all their marketing was like, "I love you."

Natalie Uhling:

I was like, "I work with these amazing women. Can you get us 26?"

Keri Glassman:

Amazing.

Natalie Uhling:

She said 26, and I went to the girls last night, and I gave them. They were crying. It's so cool when I can give back and share, because I know that they love it. They love it just as much as I loved it and I love it. They're starting out the way ... I can see in their eyes that they're starting out the way I did. They know nothing about this space. They're trying to figure it all out, but they love to move, and that is the core. It's a strong, strong connection that connects us, and I feel that. Now, I work with all these different dance companies all over Colorado. Last week, I went up to Boulder, and I worked with the high school girls. I worked with the [inaudible] and I gave them all NuFit tees. Then, we took shoots at the end, and they were all standing like this and repping like ...

Keri Glassman:

I love it.

Natalie Uhling:

The energy thing felt like they were super heroes, because they wearing NuFit, and that to me is what it's about. 100 per cent.

Keri Glassman:

That's awesome.

Natalie Uhling:

It just makes me so fulfilled.

Keri Glassman:

I love that. I love that. That's super inspiring. I know it's amazing when you when you feel that. Ooh, I just had a little. Sorry if you're hearing me in echo. I just got a little echo there. I hope that didn't come through. Anyway, we're almost wrapped up, but that's awesome. That's super smart. Hey, one last question for you. What would you say to someone who's in a job they don't love and wants to make the move? You talked a lot about this, but what's that one thing you would say to them? They want to make a move. They want to go for it in the wellness world, whether it's nutrition or fitness. They want to go for it, but they just are afraid to make the leap.

Natalie Uhling:

Yeah. I would say really be around the hoop. I always tell people, "You have to be around the hoop, whether you want to do what Carrie's doing or doing what I'm doing, you got to be around us." Going to classes on a daily basis, making sure that you're showing up on time, asking the instructor, "Hey. Do you need help after class?", and just being that person ... I know I can tell with the girls in my class. I'm like, "She's going to be a good one, because she is always on time. She's asking me if there's anything she can do. She reaches out constantly." We're really busy. We want committed and passionate people, so I want to take those girls underneath my wing, because I know that they're going to give it 100 per cent. I want 10s. I want to work with 10 out of 10s, so that is my biggest thing when you're trying to figure out the waters, is figure out what space you want to be in. Then, become friends with the person that you want to emulate, and then show them. Don't tell them. Show up.

Keri Glassman:

Right.

Natalie Uhling:

Do some extra work that might be out of the bubble. Say they need help researching studios in the area and want a price breakdown. Well, then you should put a pivot table together and send it to them on your own. Be like, "Look at the research I did. I thought it would really help you." Be pro active. Those are the girls that we want to work with and that we're going to bring on our team. I would say if you're in your full time job, and you know you can't make it, do what I did. Use that money to propel you, but make that your number one priority. If you can't go out with your friends on the weekends because you're helping carry an event or whatever, you know that's going to pay off in the end, because that's the direction that you ultimately want to go into. You're leveraging both jobs to try to make them work.



Natalie Uhling:

Then, when a job does come or you know that there's momentum, you're able to take the leap with confidence. We're in a business where people read right through you. If you get up on a stage and you're not confident, you are not going to have a job the next day. I know that about my business. Same with you. If you get on TV and you're selling something, and you are all over the place, today's show is not going to hire you back. It's those things that, that I say ... Be around the hoop. Dude, we've been doing this for years, Keri. It just didn't start all overnight. That's another good lesson is that I think it's a five year trajectory. You've got to be around the hoop, you got to be in it, you got to be making everything work for five years, and then you're going to see a pay off in five years. Honestly, that is what I'm seeing. I'm like ... Five-year marks.

Keri Glassman:

Five-year marks. Yeah. That makes sense. That makes sense. There's different, different hurdles or different things you achieve after certain chunks of time, especially now ... People want so much instant success. Part of that's due to social media a little bit. People want this instant success, but I think ... Again, that's a whole other conversation. You're right. You have to know that you have to put in the time and you have to be proactive. You have to put in the energy, the time, the commitment, the passion, and have the passion.

Natalie Uhling:

Honestly, I'm looking at all these kids. Everyone has amazing credentials. They all went to great schools. They all have whatever credentials in sports, and they're trainers. If you are not proactive and you are not passionate, I'll take the girl that might have way less experience than you.

Keri Glassman:

100 per cent.

Natalie Uhling:

You know she's going to show up. I don't care about anything else. I need people that are going to show up

Keri Glassman:

100 per cent. I always say that. The person that's going to roll up their sleeves and do the work is always more powerful and will be more successful than the person that has a whole bunch of stats. I totally agree. You are so awesome. You are just so awesome. I love chatting with you. I always love talking with you, and I'm so excited to see you soon. Love, love, love having you talk to our Nutrition School students so much. Like I said, every time I hear you, I'm inspired. I'm sure you have inspired everyone today that has listened to this today. Thank you so much for doing this. Also, can we just tell everybody where they should check you out. Where do you want everybody to check you out?

Natalie Uhling:

Go to my website. It's [natalieuhlingfitness.com](http://natalieuhlingfitness.com). From there, on the left hand side, my panel is all my social outlets, so Twitter, Facebook, Pinterest, Instagram, YouTube, and LinkedIn. We've got it all for you. @natalieuhling is all my handles. They all roll up under one umbrella. It's super easy. That's where you can find me.

Keri Glassman:

Awesome. Thank you Natalie! Mwuah! Love you. Bye.

Natalie Uhling:

Bye.