



**It's Your Business**

with JANE MULLER

## Losers are winners in this business

The average client is female, married with children, between the ages of 24 and 39 years and feels she is overweight.

They shop for most of their weekly groceries at Nutri/System, a business that sells the body beautiful. The precooked, weighed and calorie counted meals appeal to the need for convenience in a fast-paced world. Anyone who has read the complex menu plans for various diets will recognize the importance of convenience to successful weight loss.

The food, combined with client supervision, translate into all those happy faces we see in the Nutri/System advertisements, says Milton location manager Carol Grant.

The local weight loss centre celebrated its first anniversary earlier this month. When it opened its doors last August a client base had already been established. Miltonians who were traveling to centres in Mississauga and Brampton transferred to the Main Street centre. The fact that Nutri/System was already making a name for itself across the nation had created an appetite for this seemingly effortless weight loss method.

Weekly 'behaviour breakthrough' sessions that cover everything from eating triggers, to stress and boredom, to effective communication, help keep clients on track.

"We offer supervised weight loss. We find people need individual attention to keep them motivated," explained the centre's manager.

The regular visits include shopping for meals and a consultation with a nutritionist. In addition to the portion controlled breakfasts, lunches and dinners, clients must purchase Nutri/System protein and nutrient supplements as well as their own fresh fruits, vegetables and skim milk.

"The trick, if you want to call it a trick, is portion control," says Ms Grant.

When a client is initiated to the program he (Milton has 25 per cent male clients, a comparatively high number) or she is given a "slice of life activities" video. Through the video, clients are encouraged to climb a flight of stairs instead of using the elevator and to park some distance from a destination and walk the rest of the way. They are supposed to establish a "walking routine".

The clients eventually walk right into the next video, which introduces low impact aerobics. This helps get rid of that last five or 10 pounds and improves muscle tone, says Ms Grant.

"People want to tone and firm up while they're losing weight," the manager explained.

Nutri/System uses a computerized analysis to determine an ideal weight, however the client's own idea of her perfect weight is considered.

"Safety is our first goal," she says. Clients must complete a questionnaire and submit a health history. If certain conditions exist, like diabetes, the client must consult with her doctor before being accepted into the program. Ms Grant notes that some diabetics who are obese manage to lose weight and reduce the amount of insulin they require.

Once a client reaches her goal weight, she is eased onto the maintenance plan, gradually replacing Nutri/System meals with food she prepares herself. Contact is maintained with the centre, however visits become less frequent. Clients must stay within three pounds of their ideal weight.

In this business, the losers are actually the winners.

# Man talks his way into a \$4,000 haul

Halton Regional Police are looking for a white male, about 40 years old, who apparently talked himself into \$4,000 at the Mac's Milk on Steeles Avenue last Saturday afternoon.

Police said the culprit apparently slipped quietly into the back of the

store, pried open a filing cabinet, removed a set of keys, unlocked a desk drawer and removed the cash.

While the cashier was unaware of the incident, police said another employee who had come to stock the shelves spotted the man in the back

room. The culprit, however, convinced the employee that he was working. He then slipped out the back door.

He's described as six feet tall, about 140 pounds, with medium length brown hair and a short beard. He wore brown pants.

## Police Blotter

Police said culprits, sometime overnight last Thursday, cut the lock on the gate and jacked up four trucks, removing the tires and rims.

A \$5,000 WYSE computer system was reported stolen from a home at 9165 Townline sometime during the day on August 15. Entry was gained through a rear window.

More than \$4,000 worth of home entertainment appliances were removed from a Third Line home sometime last Saturday. Police said entry was gained by kicking in the front door.

A Honda outboard motor, valued at \$1,800, was removed from a boat parked at 76 Townline Road sometime overnight on Aug. 5.

Culprits caused about \$500 damage as they unsuccessfully attempted to hot wire a 1989 Jetta parked at a Kingsley Court residence sometime overnight last Saturday.

### Break, enter and theft

A vacation turned sour for a 65-year-old Woodward Avenue woman who reported a \$100,000 break, enter and theft to police. Among the items reported missing were collector dolls, jewelry, silverware, clothing, video and stereo equipment and a small quantity of cash.

Police were alerted, about 2:30 a.m. on Aug. 14, by a concerned citizen who saw a male wandering in the house. When police arrived, the suspect had fled and the house showed signs of a break-in.

When the homeowner returned on August 16, she confirmed to police that a sizeable haul had been taken.

A break, enter and theft at the Volvo heavy truck plant on Steeles Avenue netted thieves 20 tires and rims valued at more than \$10,000.

### CRIME STOPPERS OF HALTON

## Police search for van

Police are searching for a late model blue van indirectly involved in a fatal accident at the Trafalgar Road and Highway 401 interchange on Thursday, July 5.

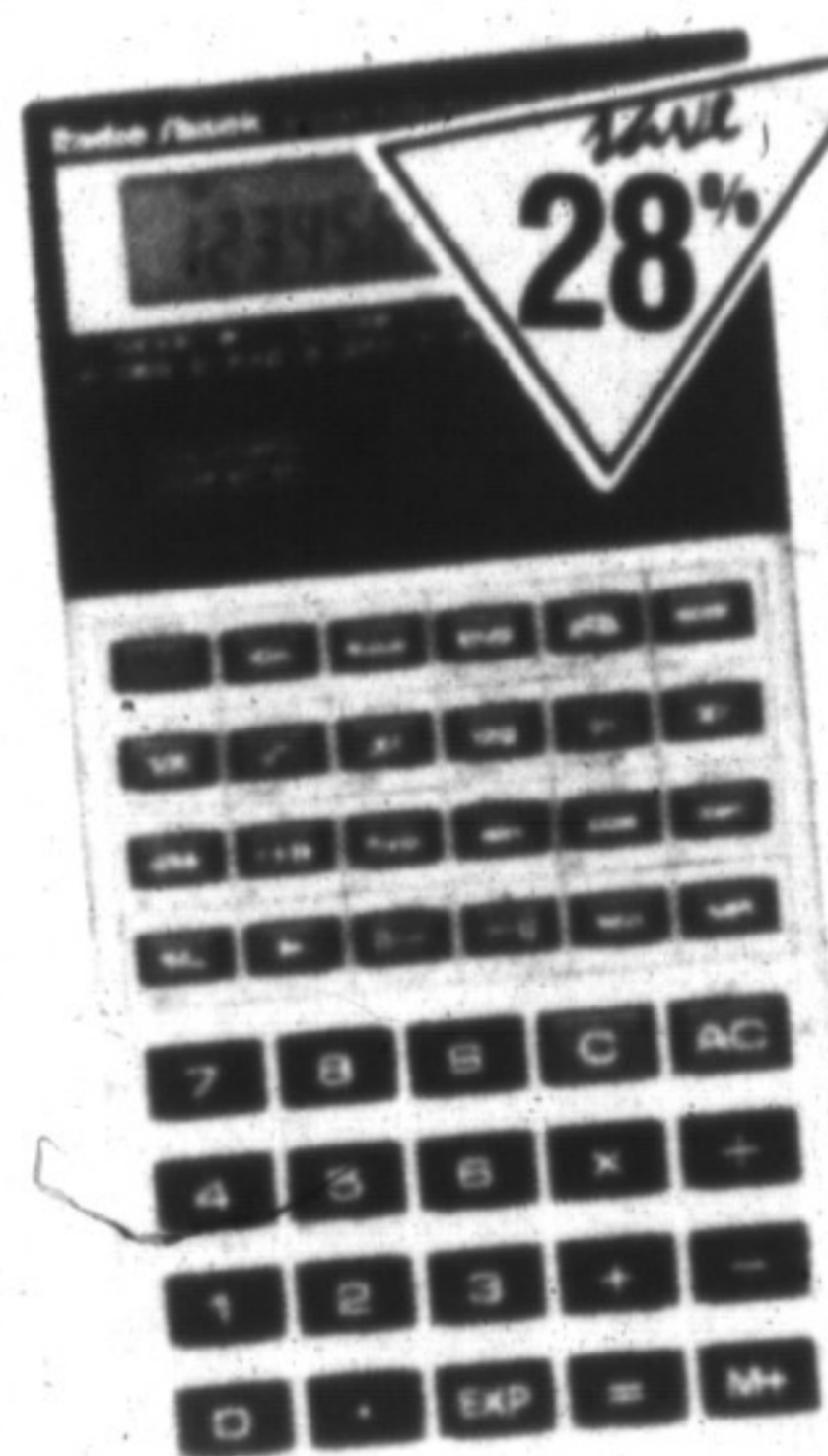
On that date, a blue van which had been parked on the eastern shoulder of Trafalgar Road pulled onto the road, forcing an oncoming northbound tractor trailer to swerve into the southbound lane to avoid hitting it.

The tractor trailer was struck by a southbound car, fatally injuring the male driver and seriously injuring a female passenger.

Police are seeking any information that will help locate the late-model van, which fled the scene. The van is believed to be either a Plymouth Grand Voyager or a Dodge Grand Caravan, and it was driven by a female with a male passenger.

If you have any information that may assist in this or any other case, you may be eligible for a cash reward. You need not give your name and your fall will be treated with complete anonymity. Please call 1-800-668-5151.

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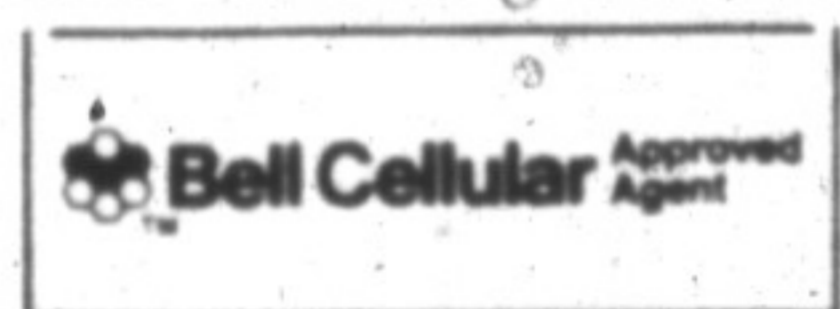


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