



# FITNESS & NUTRITION EXPERT PROGRAM

## FITNESS SESSION

2: Screening your clients



## What we are going to cover



### **SCREENING YOUR CLIENTS: LEGAL & INSURANCE**

- ParQ forms, waivers, other legal, insurance, incident reports

### **UNDERSTANDING YOUR CLIENTS**

- Creating plans that work for your clients emotionally & physically, using tools to uncover their goals, needs, and motivation

### **SCREENING YOUR CLIENTS' BODY TYPES**

- The 3 body types and how this can influence your programs

### **ASSESSMENTS, FITNESS TESTS, AND MONITORING PROGRESS**

- Various methods to test your clients fitness levels

### **COMMUNICATING WITH YOUR CLIENTS**

- How to effectively get your messages across



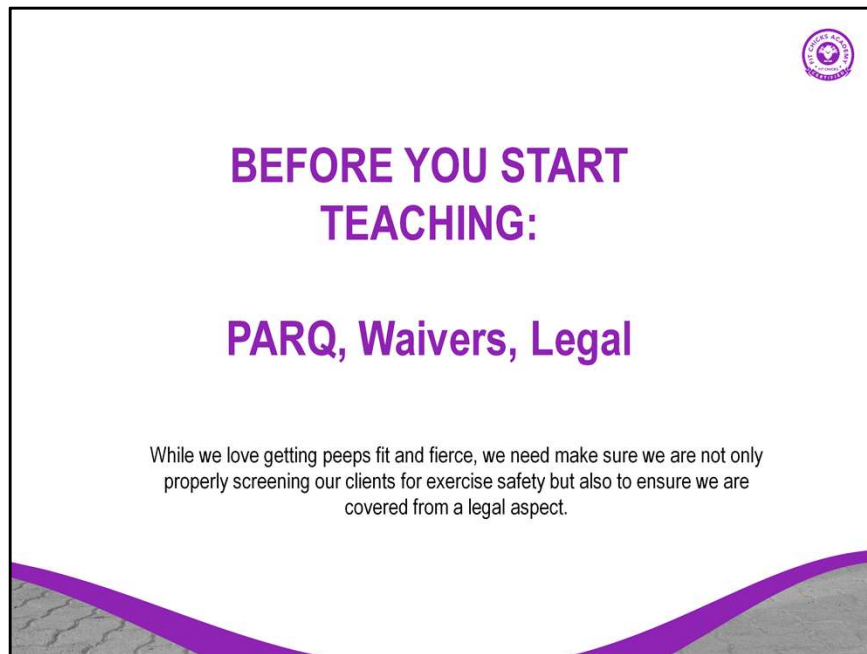
I WILL NOT  
COMPARE  
MYSELF  
*to* STRANGERS  
ON THE *internet.*



## What you need before we start

1. Water
2. Put your finger tips together
3. Take 3 deep breaths





While we love getting peeps fit and fierce, we need make sure we are not only properly screening our clients for exercise safety but also to ensure we are covered from a legal aspect. This can also help to prevent adverse events during exercise.

In this section, we will explore how to successfully screen your clients and set yourself up for:

1. How to use PAR Q & waiver forms to exercise screen and get informed consent
2. How to document injuries and write incident reports
3. Insurance: why it is important and what to get

**PAR-Q+**  
The Physical Activity Readiness Questionnaire for Everyone

The PAR-Q+ is a screening tool for people who are considering starting an exercise program. It is not a medical exam. If you have any concerns about your health, please consult your doctor before starting an exercise program. This form is not intended to be used as a substitute for medical advice. © 2014 American College of Sports Medicine. All rights reserved.

**GENERAL HEALTH QUESTIONS**

Please read the 7 questions below carefully and answer each one honestly check YES or NO.

1. Have your doctor ever told that you have a heart condition, such as high blood pressure?	<input type="checkbox"/>	YES	<input type="checkbox"/>	NO
2. Do you feel pain in your chest at rest, during your daily activities or during exercise?	<input type="checkbox"/>	YES	<input type="checkbox"/>	NO
3. Do you ever become dizzy because of dizziness OR have you lost consciousness in the last 12 months?	<input type="checkbox"/>	YES	<input type="checkbox"/>	NO
4. Have you ever been diagnosed with another chronic medical condition other than heart disease or high blood pressure?	<input type="checkbox"/>	YES	<input type="checkbox"/>	NO
5. Do you ever consistently experience chest pain, for a chronic medical condition?	<input type="checkbox"/>	YES	<input type="checkbox"/>	NO

**PLEASE STOP! (CONDITIONS AND MEDICATIONS)**

6. Do you currently have (or have had within the past 12 months) a heart, joint, or soft tissue (muscle, ligament, or tendon) problem that could be made worse by becoming more physically active?

7. Do you currently take (or have had within the past 12 months) any medication that could be made worse by becoming more physically active?

**PLEASE STOP! (CONDITIONS AND MEDICATIONS)**

8. Has your doctor ever told that you should only do medically supervised physical activity?

**IF YOU ANSWERED YES TO ALL OF THE QUESTIONS ABOVE, YOU ARE CLEARED FOR PHYSICAL ACTIVITY.**

**IF YOU ANSWERED YES TO ANY OF THE QUESTIONS ABOVE, YOU DO NOT NEED TO COMPLETE PAGES 2 AND 3.**

**IF YOU ANSWERED YES TO ONE OR MORE OF THE QUESTIONS ABOVE, COMPLETE PAGES 2 AND 3.**

**Only becoming more active if:**

- ✓ You have experienced these symptoms in the past 12 months and you have been advised by a healthcare professional to continue with the activity.
- ✓ You have experienced these symptoms in the past 12 months and you have been advised by a healthcare professional to continue with the activity.
- ✓ You have experienced these symptoms in the past 12 months and you have been advised by a healthcare professional to continue with the activity.

Form ID: PAR-Q+ 1.0 (2014) | Page 1 of 3

**The 1<sup>st</sup> step in exercise screening process**

This form will help you determine

1. Whether a client needs a doc's note before participating
2. Will help you recognize who need modifications based on limitations
3. Identify clients for whom exercise training would be unsafe

## PAR-Q and Waiver Forms

The PAR-Q form is the first critical first steps in the exercise screening process. This form will help you to determine the following:

1. Whether a client needs a doctor's referral or note before starting an exercise program.
2. Will help you recognize clients who need exercise program modifications based on physical limitations
3. Help you to identify clients for whom exercise training would be inappropriate or unsafe.

## What is the Par-Q form?

- **Minimal standard screening tool for clients** starting a moderate- intensity exercise program
- Used to identify when physical activity would be good for your client **OR** if your client should seek medical advice before starting the program
- **Consists of 7 questions referring to signs or symptoms** that may indicate diseases that exercise can exacerbate
- Answers are yes & no. If answer yes, they should be referred to a doctor for further screening



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### What is the PAR-Q form?

The PAR-Q is considered a minimal standard screening tool for clients starting a moderate-intensity exercise program and is mostly used to identify when physical activity would be good or not for client OR if your client should seek medical advice before starting the program.

The PAR-Q consists of seven questions referring to signs or symptoms suggestive of diseases that exercise can exacerbate. The questions have simple yes or no answers. If clients answer yes to any of the questions, they should be referred to a doctor for further screening.



**PAR-Q+**  
The Physical Activity Readiness Questionnaire for Everyone

Please read the 7 questions below carefully and answer each one honestly. Check YES or NO.

GENERAL HEALTH QUESTIONS	YES	NO
1. Has your doctor ever told that you have a heart condition? (Do not include previous Qs)	<input type="checkbox"/>	<input type="checkbox"/>
2. Do you feel pain or pressure in your chest at rest, during your daily activities or during Qs when you do physical activity?	<input type="checkbox"/>	<input type="checkbox"/>
3. Do you ever experience faintness or dizziness because of dizziness or lightheadedness in the last 12 months? Please answer NO if your dizziness was associated with over exertion including during physical activity.	<input type="checkbox"/>	<input type="checkbox"/>
4. Have you ever been diagnosed with another chronic medical condition other than heart disease or high blood pressure? PLEASE LIST CONDITIONS HERE.	<input type="checkbox"/>	<input type="checkbox"/>
5. Are you currently taking prescription medication for a chronic medical condition?	<input type="checkbox"/>	<input type="checkbox"/>

**PLEASE LIST CONDITIONS AND MEDICATIONS HERE:**

6. Do you currently have (or have had within the past 12 months) a bone, joint, or soft tissue (muscle, ligament, or tendon) problem that could be made worse by becoming more physically active? Please answer NO if you have a condition or issue that does not affect your overall ability to move with ease. PLEASE LIST CONDITIONS HERE.  |  || 7. Has your doctor ever told that you should only do medically supervised physical activity? |  |  |

**If you answered YES to all of the questions above, you are cleared for physical activity.**

**If you answered YES to any of the questions above, you do not need to complete Pages 2 and 3.**

- Non-emergency medical attention is not required.
- No one has died or been injured.
- No one has been hospitalized or required surgery to repair soft tissue, muscle, or bone.
- No one has been hospitalized or required surgery to repair soft tissue, muscle, or bone.

**IMPORTANT INFORMATION:**

• This questionnaire is not intended to replace the advice of a physician, your personal trainer, or a physical therapist. It is intended to be used as a screening tool to identify individuals who may require medical attention before participating in physical activity. If you have any concerns, please consult with your physician or physical therapist.

NAME: \_\_\_\_\_ DATE: \_\_\_\_\_

SIGNATURE OF PROVIDER/QUALIFIED CARE PROVIDER: \_\_\_\_\_

**If you answered YES to one or more of the questions above, COMPLETE PAGES 2 AND 3.**

**Take becoming more active!**

- No one has died or been injured.
- No one has been hospitalized or required surgery to repair soft tissue, muscle, or bone.
- No one has been hospitalized or required surgery to repair soft tissue, muscle, or bone.

### When do you send the Par-Q?

Before training begins!

### Why?

This will give them a chance to review, open up discussion with you, and meet with their doctor prior if needed.

### How long do I keep for?

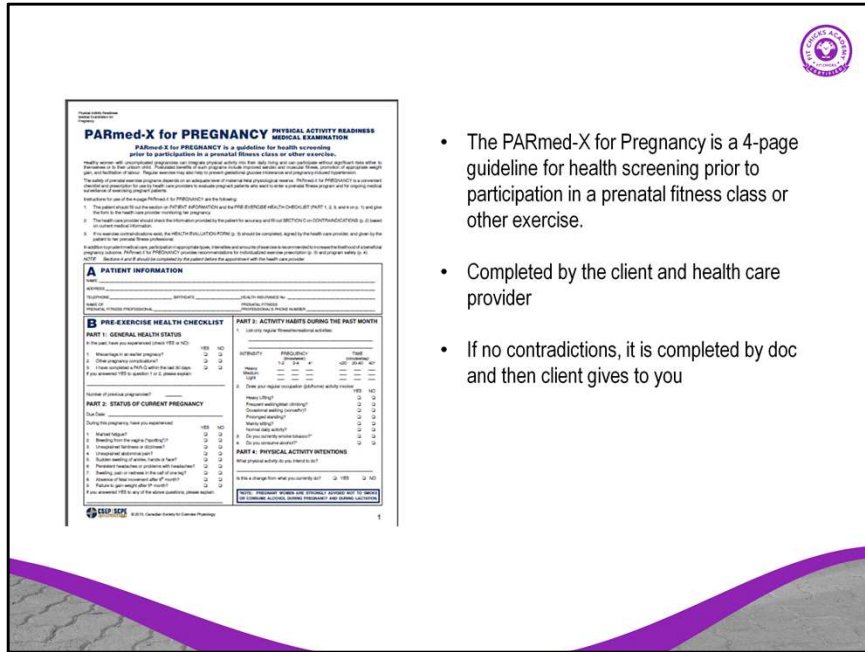
- A min of 7 years
- Re do Par Q after 1 year or if health changes

Download the most recent ParQ forms from <http://eparmedx.com/>

### When to send the PAR-Q Form?

The PAR-Q should be sent to your clients before training begins. This will give them a chance to review, open up discussion with you, and meet with their doctor prior if needed.





- The PARmed-X for Pregnancy is a 4-page guideline for health screening prior to participation in a prenatal fitness class or other exercise.
- Completed by the client and health care provider
- If no contradictions, it is completed by doc and then client gives to you

If no exercise contraindications exist, the HEALTH EVALUATION FORM (p. 3) should be completed, signed by the health care provider, and given by the patient to her prenatal fitness professional.

Even if Pre Natal Health is not an area you wish to work in, this document can be a helpful resource or to give to a client who becomes pregnant and still wishes to exercise so she knows what to look for.

## What is the waiver form?

- It is a form (print or online) that means they are giving you informed consent before beginning an exercise program.
- Unlike PAR Q, every trainer or location may have a different informed consent document as they can vary among facilities depending on clientele, staff, equipment, etc. but all should include a min of:
  - purpose of the consent
  - degree of exercise supervision (i.e., close monitoring, occasional monitoring)
  - benefits and risks of exercise participation
  - steps or procedures that will be followed in an emergency situation
  - responsibilities of the client (i.e., reporting of symptoms, exercise program adherence)
  - statement covering confidentiality and freedom of consent to participate in the program



## What is a waiver form?

We HIGHLY recommend that all clients are required to sign a waiver form. This means they are giving you informed consent before beginning an exercise program. The informed consent document can vary among facilities depending on clientele, staff, equipment, etc., but all informed consents should be written in an understandable manner and include certain basic information:

- purpose of the consent
- degree of exercise supervision (i.e., close monitoring, occasional monitoring)
- benefits and risks of exercise participation

- steps or procedures that will be followed in an emergency situation
- responsibilities of the client (i.e., reporting of symptoms, exercise program adherence)
- statement covering confidentiality and freedom of consent to participate in the program

We also highly recommend if operating independently to have a legal professional review and approve your waivers this prior to use to ensure they are legally binding.



- The 2<sup>nd</sup> step in exercises screening process
- Before they engage in training with you, it is **HIGHLY** recommended that you have them sign a waiver form
- Can be handed in with your ParQ

## What is the purpose of a waiver form?

1. To advise your clients of risks and benefits in your fitness class or training
2. To help PROTECT you if a lawsuit is filed against you!
3. Under 18? Make sure it is signed by a legal guardian!

Chicks it is YOUR responsibility so make sure you are covering all YOUR bases! There are templates but we HIGHLY recommend you have a licensed attorney review ALL your materials to save you in the long run!

**Sample waivers and links to online legal waiver site under Members Section**

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Optional legal websites (still recommended to consult with a lawyer:

<https://www.wonder.legal/us/modele/fitness-services-waiver>

<https://www.lawdepot.ca/>

The main purpose of the waiver and/or informed consent is to advise your client(s) of the risks and benefits of participating in your fitness class(es) and may give you some protection if a lawsuit is filed against you. They are put in place as an important step for your protection and they may be taken into consideration if a client(s) wishes to take you to court if they suffer damages, injuries, and/or death during one of your classes/workshops/workouts.

With so many fitness classes/workshops/workouts being offered throughout the fitness industry, you as a fitness professional should take the necessary steps to ensure that the waiver/consent form you are having your client(s) sign is applicable to the fitness service(s) you are offering.

The cost to have a specific draft written up for you by a licenced attorney may be well worth the cost in the long run in order to have the waiver/informed consent form sufficiently cover you in case of injury, property damage or even death if any of these incidents occur during one of your classes/workshops/workouts

## Other legal



### DISCLAIMERS FOR MATERIALS

Here is an example of our disclaimer

"Please note the above is for informational purposes only. Persons who are of good health, suspect of their health or are aware of any conditions, physical deficiencies or diseases should always consult a physician before undertaking any eating or exercise program. LAJQ Chick Enterprises Inc./FIT CHICKS. Property of LAJQ Chick Enterprises Inc./FIT CHICKS and is not to be reproduced, reformatted or redistributed. It is not for resale and is for FIT CHICKS members only "

If you are to distribute materials, recipes, workouts, etc. Make sure they include a disclaimer

## Other legal



### NON DISCLOSURE AGREEMENT

- It is a contract through which the parties agree not to disclose information covered by the agreement.
- Creates a confidential relationship between the parties to protect any type of confidential and proprietary information or [trade secrets](#).
- Protects non-public business information.
- Not necessarily for your clients but for any partnerships or potential business agreements

Check out this free NDA Template,

<http://www.ndasforfree.com/NDAS/GetBasic.html>

A **non-disclosure agreement (NDA)**, also known as a **confidentiality agreement (CA)**, **confidential disclosure agreement (CDA)**, **proprietary information agreement (PIA)**, or **secrecy agreement (SA)**, is a [legal contract](#) between at least two [parties](#) that outlines confidential material, knowledge, or information that the parties wish to share with one another for certain purposes, but wish to restrict access to or by third parties. It is a contract through which the parties agree not to disclose information covered by the agreement. An NDA creates a confidential relationship between the parties to protect any type of confidential and proprietary information or [trade secrets](#). As such, an NDA protects non-public business information.

NDAs are commonly signed when two [companies](#), [individuals](#), or other entities (such as partnerships, societies, etc.) are considering doing business and need to understand the processes used in each other's business for the purpose of evaluating the potential business relationship. NDAs can be "mutual", meaning both parties are restricted in their use of the materials provided, or they can restrict the use of material by a single party.

It is also possible for an employee to sign an NDA or NDA-like agreement with an employer. In fact, some employment agreements will include a clause restricting employees' use and dissemination of company-owned confidential information.

[http://en.wikipedia.org/wiki/Non-disclosure\\_agreement](http://en.wikipedia.org/wiki/Non-disclosure_agreement)



## Other legal



### Privacy and Anti Spam legislation

- You must respect the privacy of your clients in line with your country's and international laws (make sure to google your country!)
- Even simple things like making sure to BCC on group emails!
- Never discuss your clients details with anyone without their consent
- Review the anti-spam legislation in your area
- If you use electronic channels to promote or market your organization, products or services, abide by the legal laws of the countries you are sending to

[http://en.wikipedia.org/wiki/Non-disclosure\\_agreement](http://en.wikipedia.org/wiki/Non-disclosure_agreement)

## Insurance

As a fitness professional it is highly recommended that you get personal liability insurance

This may protect you in the event of accidents, injuries, fires, etc

Also many locations require for rental. Most gyms have group policies but still important to have your own

As an FNE, you can get your insurance with HUB International - Canada

As an FNE, you can get your insurance with K&K Insurance - USA



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### Coverage

1. Individual policies are effective as of the date of purchase and extend for 12 months;
2. Coverage applies only to Canada;
3. Coverage is **NOT** available for instruction of:
4. Professional athletes;
5. Carded amateur athletes or;
6. Activities for which you are not certified by one of our [approved certifying bodies](#).
7. If you conduct Zumba classes you must purchase Dance Instructors Insurance unless you are certified through our eligible certifying bodies to instruct Zumba
8. Coverage does not extend to work related rehabilitation of any condition;
9. Coverage is not extended to tanning beds;
10. You are required to confirm that:  
All trainees under your instruction complete a [ParQ](#) or [ParQ+](#) Questionnaire once per year;
11. All trainees under your instruction required to consult with a physician upon completing a ParQ or ParQ+ must provide you with authorization in writing from the physician confirming it is acceptable for the trainee to participate in the proposed activity;

12. When biking, all trainees under your instruction wear helmets and, if biking between dusk and dawn, wear reflective clothing, have their bicycle equipped with lights and have the lights turned on.
13. This coverage does not extend to studios/facilities the applicant owns, leases or rents on a long term basis. Should you require premises related coverage, please [contact one of our advisors.](#)
14. Coverage does not extend to abuse related claim scenarios. [Click here](#) to view the exclusion.
15. Coverage under this program is afforded to the individual only, not employees, for the activity declared in the application only.
16. Should you require coverage for other business not declared in the application, please [contact one of our insurance advisors.](#)
17. Please carefully review the summary of exclusions below and the policy wording received at the time of purchase. Should you have any questions related to coverage structure or require an explanation of the coverage provided on this policy, please [contact one of our insurance advisors.](#)

The policy purchased through this program is for LIABILITY coverage ONLY i.e., it protects the insured when negligent acts and/or omissions result in bodily injury and/or property damage to a third party. The policy DOES NOT provide coverage for an injury to the insured themselves or for property/equipment owned by the insured. For more information about, or to purchase, these types of coverage [contact one of our advisors.](#)

#### **Coverage Summary**

\$2,000,000

\$0 BI/PD Deductible

Commercial General Liability

Covers third party bodily injury (BI) and property damage (PD)

Includes:

Injury to Participants (no Professional Liability Exclusion for bodily injury losses only)

Personal Injury - \$2,000,000

Advertising Injury - \$2,000,000

Tenants Legal Liability - \$250,000

Products/Completed Operations

Employer's Liability

Cross Liability/Severability of Insured's

Incidental Medical Malpractice

Occurrence Property Damage

Blanket Contractual

Broad Form Property Damage

Owners and Contractors Protective

Medical Payments - \$2,500 per person

Excludes:

Abuse Exclusion

Tanning / Toning Beds

Infrared Sauna

Hot / Bikram Yoga

Total Asbestos Exclusion

Data Exclusion

Terrorism Exclusion

Limited Fungi and Fungal Derivatives Coverage

## Incident reports



**INSTRUCTOR/PARTICIPANT INCIDENT REPORT**  
(To be used anytime there is an incident and/or injury - regardless of the severity)

Date: Nov 12, 2013 Time: 6pm  
Class Location: Odele St. (College and University Area)

Injured Party  
Name: \_\_\_\_\_ Phone: \_\_\_\_\_  
E-mail Address: \_\_\_\_\_  
Address: \_\_\_\_\_

**Details of Incident:** On Tues Nov 12, 2013, after she warm up, Ashley pulled something really badly in her lower right abdomen. Her pain was not readily apparent and she did not mention it to me during or immediately after the session. She went home and iced the area. Then on Wed Nov 13, 2013 she reported to me her injury via email. She has advised that she is able to function and the pain only occurs when she uses the muscle. I suggested for her to continue the icing and if the pain persists to see the doctor. On Thurs Nov 14, 2013, I have sent a follow-up email to ask after her pain and condition and suggested she go to the doctor before she attend class again.

**Detailed Description of the Injury (if applicable)**  
Pain in lower right abdomen.

**Details of Action Taken**

- Advised her to continue the icing process she has already applied on the area
- Advised her to have a doctor look at the area and not attend bootcamp until she gets doctor approval.

**Was Medical Treatment Sought?** Y ( ) N (X)

**Witnesses - Names and contact information of 2 witnesses:**

- It is not mandatory but VERY important to complete an incident report
- Fill out within 24 hours of the incident
- Send to your client and have them return within 72 hours
- Ensure no dispute over the events or how you handled the situation following

In the event there is an injury or medical emergency in your class, it is VERY important to complete an incident report in order to have record of the incident.

We recommend you **fill out the FC Incident Report with all details WITHIN 24 HOURS of the incident.** This is to ensure all details are fresh in your mind.

Send the completed Incident Report to your client. Please ask her to review and sign the report and return to you within 72 hours. This will ensure there is no dispute later on about what happened



**UNCOVERING YOUR  
CLIENTS GOALS,  
NEEDS, LIFESTYLE &  
MORE!**





## How do we find this out?

### HOW DO WE FIND THIS OUT?

1. Discovery Convo / Call
2. Intake Forms

Using these 2 methods, you will be able to find out the following to create a program that works for your clients

- Who they are (ie. lifestyle, job, personality, family, etc)
- What motivates them (ie. numbers, prizes, goals, etc)
- Why they want to make change (ie. this is HUGE! ie kids, health scare, travel, etc)
- Where they are at in their journey (ie. no experience in fitness, tried other programs, etc)
- When & how they can implement this into their lives



## The Discovery Call / Convo



**DISCOVERY SESSION** 

Name: \_\_\_\_\_ Date: \_\_\_\_\_  
Refined By: \_\_\_\_\_

Welcome your prospective client to the call and let them know you're looking forward to hearing more about them.

**«Wow»** I am so excited that you have reached out and are wanting to learn more about how you can reach healthy life changes.

Has there anything recently that has happened in your life that has made you interested in getting healthy? \_\_\_\_\_

**«If they have recently had a transformation of their own please ask them to share their why»**

What is your biggest health concern or challenge right now?

Are you under the care of a doctor right now for any medical condition or taking any prescription medications? (Yes is when you can get on that if they may or may not be a good fit for you depending on that answer and your scope of practice.)

What are the top 3 things you would like help with?

**Why is that important to you?**  
«This is where you want to dig deeper. The why usually starts with weight loss, or wanting to feel better in their skin which is great but dig deeper»

Continue to ask why, example:  
You want to lose weight for an upcoming event, why?  
So I can participate in that.  
Why?  
Because I am presenting at the event and don't want to be judged.  
Why, did you struggle with this in the past?

www.thefitnessacademy.com

- Mostly for personal training or group fitness programs that offer a more personal service
- Also used as a sales tool 30 min consultation to see if your clients are a fit
- Great to understand how your client needs to be approached from an emotional level in addition to their goals





## The Intake Form

**PERSONAL INFORMATION**

NAME: \_\_\_\_\_  
AGE: \_\_\_\_\_  
CONTACT INFORMATION: \_\_\_\_\_  
MEASUREMENTS: \_\_\_\_\_  
GOALS & BARRIERS: \_\_\_\_\_

**2. BARRIERS**

**EXERCISE HISTORY**

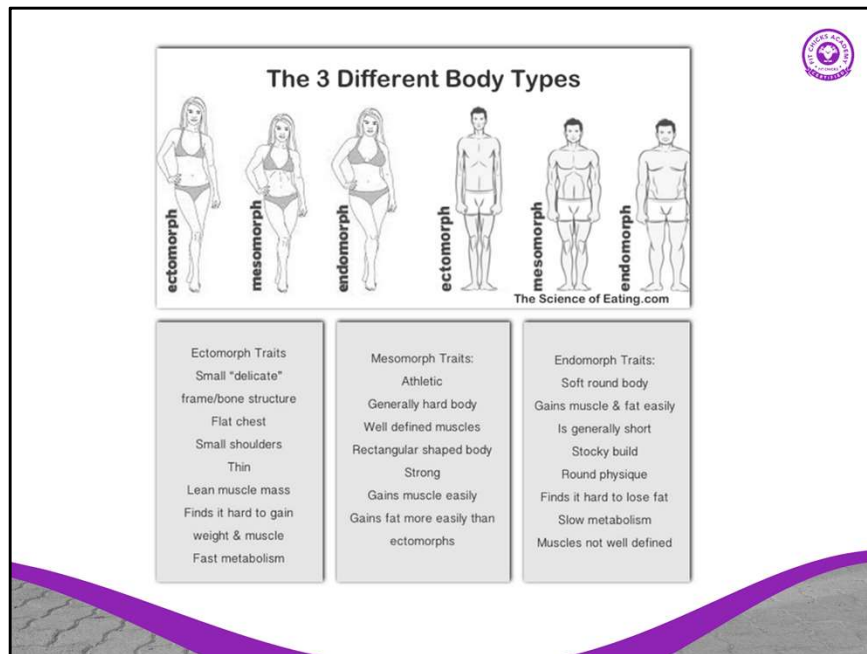
**FOOD AND DRINK**

- In addition to the discovery call, an intake form is a great way to collect info that will help develop a plan
- Best to share with client in the intro package with waiver and Parq to collect all at once
- Can be digital (reco) or print
- This can be used for both fitness and nutrition




## SCREENING BY BODY TYPE





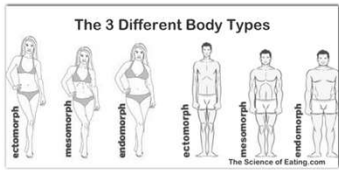
This is a great article to explain the different body types and recommendations for training for each

<http://thescienceofeating.com/2015/02/22/three-body-types-explained/>



### Why can this be a useful tool for creating programs for your clients?

1. Each body type can react differently to different types of exercise and food
2. Can help you tailor your exercise and nutrition recommendations based on realistic goals for your clients body



The Science of Eating.com

<p><b>Ectomorph Traits:</b>            Small "slender" frame/bone structure            Flat chest            Small shoulders            Thin            Lean muscle mass            Finds it hard to gain weight &amp; muscle            Fast metabolism</p>	<p><b>Mesomorph Traits:</b>            Athletic            Generally hard body            Well defined muscles            Rectangular shaped body            Strong            Gains muscle easily            Gains fat more easily than ectomorphs</p>	<p><b>Endomorph Traits:</b>            Soft round body            Gains muscle &amp; fat easily            Is generally short            Stocky build            Round physique            Finds it hard to lose fat            Slow metabolism            Muscles not well defined</p>
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**WHAT BODY TYPE ARE YOU?**

Let's do the test!  
<http://www.bodybuilding.com/fun/becker3.htm>

Not every body's created equal. Before you start your training and nutrition regimen, it's a good idea to figure out your body type. Knowing which of the three basic body types you're closest to will help you better tailor your diet and exercise plan and set realistic, attainable goals that pave the way to your success.

There are three basic human body types:


the endomorph, characterized by a preponderance of body fat

the mesomorph, marked by a well-developed musculature

the ectomorph, distinguished by a lack of much fat or muscle tissue.

It's all about the illusion these structures create. An ectomorph will naturally look skinner than he or she is, an endomorph will look heavier even when ripped, and a mesomorph will look well proportioned even with a little added weight. The goal: make yourself look like a mesomorph even if you're not.

Take the test below to find out your body type, your ideal workout and supplementation plan, and to connect with inspiring members like you!



BODY TYPE	DO	AVOID
ECTOMORPH	<ul style="list-style-type: none"> <li>✓ Train with heavy weights</li> <li>✓ Focus on Compound exercises vs Isolation</li> <li>✓ Get enough protein</li> <li>✓ Higher Carb Tolerance and should be eaten throughout the day</li> </ul>	<ul style="list-style-type: none"> <li>➤ Overemphasis isolation moves</li> <li>➤ Do too much cardio</li> <li>➤ Skip meals</li> </ul> <p>Ectomorphs have to work harder on the weights in order to gain a toned physique</p>
MESOMORPHS	<ul style="list-style-type: none"> <li>✓ typically do best on a mixed diet, consisting of balanced carbohydrates, proteins, and fat</li> <li>✓ Moderate carb tolerance so eat around workouts</li> <li>✓ Respond quick to resistance training</li> </ul>	<ul style="list-style-type: none"> <li>➤ Too many carbs</li> <li>➤ Not balancing workouts</li> </ul> <p>Mesomorphs can easily gain weight but also respond very quickly to training.</p>
ENDOMORPHS	<ul style="list-style-type: none"> <li>✓ Train with intensity</li> <li>✓ Do cardio regularly</li> <li>✓ Limit carbs – eat higher protein &amp; fat</li> </ul>	<ul style="list-style-type: none"> <li>➤ Only lift weights</li> <li>➤ Eat processed foods</li> <li>➤ Skip workouts</li> </ul> <p>Endomorphs hold onto fat and must workout regularly to maintain weight</p>

Not every body's created equal. Before you start your training and nutrition regimen, it's a good idea to figure out your body type. Knowing which of the three basic body types you're closest to will help you better tailor your diet and exercise plan and set realistic, attainable goals that pave the way to your success.

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# **ASSESSMENTS, FITNESS TESTING & MONITORING PROGRESS**



1. You want to assess your clients BEFORE starting the program

2. Ways to assess depend on your client, form of training, goals such as

- Trying to change body composition

3. Set up your check in points from the start with your clients

- Are you doing weekly, monthly, 6 week check in's?
- How are you doing the check in? In person, via email, via skype
- Decide on your measurable and stick to those only!

CHICK TIP: At the beginning, schedule at least a weekly check in. This will allow you to adjust things quickly if they are not working.

CHICK TIP #2" Ensure you have a mix of physical measurable but also non aesthetic such as how much weight, fit test or stress level test



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## Fitness testing



Fitness is usually tested by the 5 primary components

1. Cardiorespiratory
2. Muscle Strength\*
3. Muscle Endurance\*
4. Flexibility
5. Body Composition

\*Please note usually muscle strength and endurance are typically tested together





## Fitness Testing: Cardio

1. Pick a distance (ie 1 mile) for a brisk walk
2. Before you start, check your pulse and record (can use your fingers, heart rate monitor, etc. If using fingers, take for 10 secs and x by 6 to get beats per minute)
3. Do your walk and take your heart rate again once finished.
4. Record both numbers (ie start & finish)

**CHICK TIP:** I prefer to use a treadmill! You can set the pace to (ie speed of 3.5km so you know you are comparing apples to apples!)



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## Fitness Testing: Strength & Endurance

Do a Push up Test!

Set your timer for 60 sec and count how many push ups you can do during that time (on knees or toes)

If can do more than a minute, change to 2 min

**FITNESS TESTING - Flexibility**

Sit & Reach test (will cover with Jess in Anatomy)



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## Fitness Testing: Body



### Composition

Waist-to-hip ratio test: <https://www.healthstatus.com/calculate/waist-to-hip-ratio/> (waist more than 35in for women and 39in for men classify people as being increased risk for developing chronic disease)

1. Body Mass Index Measurements: BMI is calculated by the following formula:  $\text{weight (lb)} / [\text{height (in)}]^2 \times 703$ 
  - You can compare your BMI to this table to help you determine whether you're at a healthy weight.
    - Underweight = less than 18.5
    - Normal weight = 18.5-24.9
    - Overweight = 25-29.9
    - Obese = 30 or greater
3. Overall body measurements: neck, arms, chest, waist, hips, booty, calves



**CHICK TIP:** While not an indicator of actual body composition, use weekly progress pics! The scale might not be changing but the body shape is. Great way to check in with clients

ACSM Complete Guide to Fitness & Health p 351-354

## Coaching Effectively



Your clients are coming to you to help them CHANGE, not feel bad about where they are at!

They are also NOT there just to hear all your knowledge and for you just to tell them what needs to be done but to have you help guide them to healthier living.

You have to ask the right, open ended QUESTIONS

1. **Uncover their personal reason for change – THE WHY**
2. **Discover what may be limiting them from reaching – THE ROADBLOCKS**
3. **Find out what they have already tried & if it worked / why they stopped – THE INTEL**
4. **Find out when they were successful & how can we do more of that – THE POSSIBILITY**
5. **Uncover what they can realistically commit to RIGHT NOW – THE PLAN**

IMPORTANT: Use open ended questions like

- “Imagine...”,
- “What does XXX look like to you?”,
- “What are your concerns & fears when it comes to fitness & nutrition changes...”

<http://www.iacac.org/wp-content/uploads/2012/05/D31-I-Hate-Your-Job-The-5-Love-Languages.pdf>

## Communicating Effectively



- **Come from a place of compassion and understanding**
- **LISTEN! Not only to what they are saying but**
  - Words they use (negative & positive!)
  - Body language
  - Goals – what is truly important to them and why they want it
- **Find out how they like to communicate**
  - A great thing to do is the “5 languages of love “ test by Dr. Gary Chapman



<http://www.iacac.org/wp-content/uploads/2012/05/D31-I-Hate-Your-Job-The-5-Love-Languages.pdf>

**REMEMBER CHICKS,** These are the things that make a heart centered fitness professional aka a Fitness & Nutrition Expert!

We want your clients to:

- To feel understood
- To be supported
- To reach realistic goals we set together (no better feeling!)
- To thrive and feel positive about the journey NOT stressing about the destination!



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## Recap



### **SCREENING YOUR CLIENTS: LEGAL & INSURANCE**

- ParQ forms, waivers, other legal, insurance, incident reports

### **UNDERSTANDING YOUR CLIENTS**

- Creating plans that work for your clients emotionally & physically, using tools to uncovering their goals, needs and motivation

### **SCREENING YOUR CLIENTS' BODYTYPES**

- The 3 body types and how this can influence your programs

### **ASSESSMENTS, FITNESS TESTS AND MONITORING PROGRESS**

- Various methods to test your clients fitness levels

### **COMMUNICATING WITH YOUR CLIENTS**

- How to effectively get your messages across



**Any questions or inquiries,  
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**Let's have an amazing journey  
ahead!**