

# How to Hire a Personal Training Professional and Get More than You Paid For

This report is designed to first help you understand the role a personal training professional (PTP) can play in helping you reach your fitness and wellness goals. Then it will show you how you can maximize that relationship so that you “Get More than You Paid For.”

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**In short, hiring a personal training professional (PTP) will allow you to achieve your goals more quickly and safely with an individualized program that prevents boredom, burnout, and injuries, with creative and challenging program design.**

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**The report is broken into six major sections:**

- Is personal training right for me? (pg 2)
- What are the Benefits of Hiring a Personal Training Professional? (pg 4)
- 5 Things You Must Do Before Hiring a Personal Training Professional. (pg 5)
- 10 Must Ask Questions For Your Potential Personal Training Professional. (pg 10)
- 3 Post Interview Questions That Make the Decision Easy. (pg 12)
- 6 Common Mistakes People Make When Hiring a Personal Trainer and How to Avoid Them. (pg 13)

At the end of the report you will find an easy-to-use worksheet. You can use it to organize and guide you through the decision making process of hiring a PTP and getting more than you paid for. Let's get started!

## Is Personal Training Right for me?

Is personal training right for you? Yes, everyone can benefit from working with a specialist. The problem in hiring a personal training professional (PTP) for most people is understanding how to utilize the PTP expertise in their personal situation. Over the next few pages we will look at ten situations in which hiring a personal trainer can help you in reaching your health and fitness goals. Remember, this list is not an exhaustive list, but it will help you see how the skills and knowledge of a PTP can be advantageous to you.

The top four reasons why people hire a PTP are:

- Motivation
- Education
- Encouragement
- Accountability

### Motivation

There are a number of reasons that people lack motivation when it comes to exercise. Burnout, boredom, and mental fatigue are the biggest. If you need someone to help get you going and over the hump, then hiring a PTP may be right for you.

**The first motivating situation** where hiring a PTP could be advantageous to you is if your regularly scheduled workout time is early in the morning or after a long day at the office. The right trainer can help shake the mental cobwebs out and kick-start your day. With the right mix of motivation and encouragement you will find yourself blasting through your workouts in such a fun-filled and energizing way that getting up a hour earlier won't even phase you.

The right PTP can be just as energizing for a brain worn down from staring at a computer screen all day, sitting through never ending meetings, or keeping track of kids that never sit still.

**The second motivating situation** where hiring a personal trainer could be advantageous to you is if you find yourself just going through the motions of your current routine, numbed by the repetitiveness. Most of us are creatures of habit. That can be a good thing when it comes to paying your bills on time and brushing your teeth, but a bad thing when it comes to your workouts. Doing the same exercise routine can lead to mental burnout which often times leads to boredom

and inconsistent workouts. And life is so short and filled with so many exciting things to force yourself through another boring workout!

For many seasoned exercisers bored with their current routine, all that is needed is to be shown how they can vary their routine and spice it up with a few new challenging exercises. With the sprinkling of a little PTP know-how over your current routine, you could be off and running with a smile on your face once again.

### Education and Encouragement

Education and encouragement go hand and hand in many ways when it comes to creating and executing an effective fitness game plan. Many times, a little encouragement and guidance is just what is needed to make it through strange new beginnings or breaking through a plateau. Let's take a quick look at six situations where a PTP could be the encouraging and educating assistance you need.

#### Learning new exercises

Whether you are a first-time exercise or a long time gym rat, learning new exercises correctly can accelerate your progress and reduce the chance of injury.

#### Breaking through a plateau

There are many different reasons why you may reach a plateau. The right PTP can quickly identify what you need to change to keep moving ahead, saving you the time and frustration of trying to figure it out on your own.

#### Returning after a layoff from regular exercise

One of the hardest parts of returning after a layoff for many people is living in the past. This can lead to one of two potential problems. Trying to regain their glory days too quickly, leading to injury, or becoming discouraged by the memories of what used to be. The educating and encouraging touch of a PTP can help ensure that you get back to where you want to be with a realistic mindset and game plan.

#### Limited Time to Exercise

Time is no longer an excuse that can be used for not exercising. You can choose to work one-on-one with a trainer to get the most efficient workout in, or spend time with a PTP to help you find ways to maximize your current workouts on your own.

## Sport Specific Conditioning

Do you want to run a marathon or compete in a triathlon? Do you want this upcoming golf or ski season to be the best ever? Working with a PTP can make these goals come true by helping you build a body that is more capable of meeting the demands placed on it, and structuring workouts in a complementary fashion to your activities outside of the gym.

## Recovering from or working around an injury

There is nothing worse for an active person than becoming inactive due to an injury. There is nothing more frustrating for an active person than injuring herself again coming off of an injury. By working with an experienced PTP and listening to your body you can avoid reoccurring injuries with workouts that are challenging, yet nurturing.

Recovering from an injury no longer needs to be a time of seemingly wasted hibernation. It can be used as a productive time of improving neglected areas of weakness. An experienced PTP can be a valuable asset while working through an injury by helping you identify and strengthen your weaknesses. Their expertise will have you back on the playing field quicker and performing better than before, and with less chance of injuring yourself again.

## Accountability

How often do you miss a doctor's appointment or a scheduled outing with a close friend? For most of us, the answer is not very often. The same is true with scheduling a training session with a PTP. Whether it is the potential loss of money or not wanting to let someone down, knowing that you have a scheduled appointment is one way that people find it easier to keep to a regular exercise routine. Knowing that you are going to have to check in with your trainer regularly can also be a great motivator for some individuals to stay on track between appointments.

Lets be honest, most of us find it easier to back off of a workout than to give it our best all the way to the end. Beyond motivation, a PTP can help you stay accountable to your goals and to giving your goals your best effort.

These are just a few of the many situations in which a PTP could be of assistance to you. The biggest benefit of working with a PTP is that you will be developing a series of workouts that are part of a master program. Don't kid yourself into thinking that the one time routine that you received during your orientation to the gym is going to get you where you need to be. In the next section of the report we will explore seven additional benefits of working with a PTP that can help you in identifying how you could best utilize the knowledge and skills of a PTP.

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## What are the Benefits of Hiring a Personal Training Professional?

In short, hiring a personal training professional (PTP) will allow you to achieve your goals more quickly and safely with an individualized program that prevents boredom, burnout, and injuries, with creative and challenging program design. From helping you get started on the right path to becoming a lifetime resource, here are seven benefits of working with a PTP.

### A personal training professional can:

#### Help clarify your goals

Your body adapts to the specific demands placed on it. The more specific the demand you place on your body, the more specific the adaptation that you will acquire. You will see a greater change in a shorter amount of time if your goals and workouts are clearly defined. A quality PTP will be able to help you clarify your specific goal and match it with the most efficient workout, saving you time and energy in reaching your goals.

#### Help you accurately assess your current level of fitness and needs

You may have a very clear goal of wanting to run a marathon, and that is a good start. However, knowing where you want to be is only half of the equation. Knowing where you are is just as important.

A qualified PTP can accurately assess your current level of fitness, make sure you start with appropriate workloads and help you address shortcomings before they become a problem.

#### Reduce the chance of injury

Working with a PTP can help reduce injury in three ways. First, they can help to insure that appropriate exercises are chosen and done properly. Second, they can insure that the correct amount of recovery time is built into your weekly and monthly schedule. And finally, they can help you create an active recovery program including static stretching, massage, foam rolling, steam, and contrast baths to improve recovery and reduce injury.

#### Maximize program design

For many people, reaching their fitness goals is like traveling from Boston to San Francisco in the early 1800s with only the setting sun as a guide. They might get there, but the chances are not very good. In this situation it would seem to make sense to pay a few dollars for a map that would show you the easiest way, wouldn't it?

With the help of a PTP, you can quickly map out your game plan for maximum results.

#### Create realistic progressive steps

Part of the mapping process is providing you with realistic expectations and goals along the way. This will keep you from becoming discouraged by your inability to reach unrealistic goals and reduce the chance of injury caused by becoming too ambitious.

#### Save you the time and frustration of learning the hard way

If you wanted to add an addition to your house and the only tool you had was a screwdriver, and the only experience you had was building a popsicle stick house at summer camp, would you attempt it on your own? Or would you call a qualified contractor with the proper tools and know-how to do it? Unless you have the time and enjoy learning the hard way, save yourself the trouble by putting a professional to work for you.

#### Be a lifetime educational resource

By establishing a relationship with a PTP you are gaining lifetime access to a hub of health and fitness information and resources. PTP are always looking to grow as professionals, by staying up-to-date on the latest trends and products, building a network of allied health professional, and gaining experience outside of their current expertise. So as your goals and situations change or as questions and concerns pop-up, you will have a resource that can keep you current and in-touch with the best information and network of healthcare professionals.

## 5 Things you Must Do Before Hiring a Personal Training Professional.

If you want to maximize your time with a Personal Training Professional (PTP) and get more than you paid for you must:

1. Have a goal
2. Know the emotional drivers of your goal
3. Do your homework
4. Make your goal a priority
5. Commit to your goal

### Have a goal:

What do I want to achieve with my time spent with a PTP?

Having a goal and knowing what you want to achieve from working with a PTP is the first step in maximizing your relationship with your PTP of choice. It is important to remember that one size does not fit all when it comes to finding a PTP. What makes one trainer great for one person may make for a horrible fit for another.

To improve the odds of matching up with a PTP that will exceed your expectations, be as specific as you can with your goal. Knowing what your goal is will not only help you decide on the best type of trainer, but will also allow others to aid in matching you with an appropriate PTP.

### Know the emotional drivers of your goal:

#### Why this goal? Why now?

What event or events have caused you to take action now in meeting this goal? Just turned 50, a doctor's warning, an upcoming vacation? What happened that caused you to take action? Knowing what is driving you will help you in prioritizing, committing to, and staying motivated to reaching your goal. Generally speaking, there are two types of motivation, toward and away.

**Toward motivation** is a reward-based motivation. You are motivated to an action in hopes of a reward for completing it. You are motivated to take action to move toward a desired state of being. An example would be a child motivated to clean his room, with the reward expectation of being taken to a movie for doing so.

**Away motivation** is fear or pain-based motivation. You are motivated to take action because not taking action will bring about some form of pain. You are motivated to take action to move away from a non-desired stated of being. An example would be a child motivated to clean her room in fear of losing her weekly allowance or being spanked for not doing so.

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**Finding your emotional driver will go a long ways in helping understand what motivates you and why past attempts at the same goal have failed.**

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### What is driving you to take action now to meet your goals?

Are you driven towards:

- A new golf swing
- Fitting into a new pair of pants
- Playing with your grandchildren
- Walking up a flight of stairs without losing your breath

What desired state of being do you see yourself moving towards?

### Or are you driven by fear? Are you driven away from something:

- Premature death due to complications caused by lifestyle choices.
- Becoming immobile due to obesity.
- Becoming feeble due to lack of conditioning.

If you are motivated by fear, is it a realistic and healthy fear to have?

Finding your emotional driver will go a long ways in helping understand what motivates you and why past attempts at the same goal have failed. The stronger and more detailed the emotional driver, the greater the chance of success in meeting your goal.

### Do your homework: How much do I understand about my goal?

If you are serious about reaching your goal and hiring the right PTP, you are going to have to do your homework. First, you are going to have to do some researching on your goal itself. If your goal is fat loss, you want to gather and understand as

much as you can about effective fat loss programs. You may be saying to yourself, “Hank, the reason I want to hire a personal training professional is so I don’t have to learn and research all of this stuff on my own.” I understand that and using a PTP as an educational resource is a great reason to hire one. However, by making yourself an informed potential client you will not only be able to better assess your prospective PTP, but also accelerate your own progress.

Your second homework assignment is to do a little research on your prospective PTP. If you take the time to do your homework on your goal, then doing your homework for your potential PTP will be easy as 1,2,3,4,5,6,7,8,9, 10. Why ten, because in the next section I will give you the 10 Must Ask Questions For Your Potential Personal Trainer. This required homework will be a cut-and-paste operation compared to the first homework assignment, but will not be as fruitful if you have not taken the time to gain an understanding of your own personal fitness goals.

## **Make your goal a priority: How can I make room in my daily life for this goal?**

In an ideal world you would be able to commit a couple hours five or six days a week to meet your fitness and wellness goals. However, most of us do not live in that ideal world. Most of us live in a world with a day planner already filled with job and family responsibilities. The first step in prioritizing your goal is seeing what currently takes priority in your life.

When you look at your weekly schedule, identify as many times in it that you could possibly workout mornings, afternoons, and evenings. Then, lay out your ideal weekly workout schedule using those available time slots. You will find an example schedule on the following page. If you are unable to schedule an adequate number of workout sessions on your first attempt, look for ways to re-schedule or re-prioritize your current schedule to make them fit. Is it possible to make a weekly meeting with a friend a shared workout session? Is switching to a gym with child care an option? Are there physical activities you could do with your family? Does that regularly scheduled meeting have to be on Tuesday?

Take the time to look deeply at your weekly schedule. Doing so is a reality check for creating a realistic goal. If your goal requires fifteen hours of training a week and you only have five available, what then? First, you will find yourself valuing those five hours more than ever. Second, look to create a less ambitious goal that you can feel good about accomplishing given the realities of your schedule.

This deeper look could also identify more hours available to you. These new found hours may allow you to fulfill a more ambitious goal, or invalidate the “I don’t have time” excuse you have been using. Take a look and see what you can find.

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## Identifying Workout Schedule Example

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
7:am	Walk	Gym	Walk	Gym	Walk		
8:am		Walk		Walk		Gym	
9:am							
10:am							
11:am							
Noon	Walk	Gym	Walk	Gym	Walk		
1:pm							
2:pm							
3:pm							
4:pm							
5:pm							Gym
6:pm	Gym		Gym		Gym		
7:pm	Gym		Gym		Gym		
8:pm							
Possible Hours	4	3	4	3	4	1	1

Total Possible Hours = 20

## Ideal Workout Schedule Example

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
7:am	Walk						
8:am		Walk		Walk		Gym	
9:am							
10:am							
11:am							
Noon			Walk		Walk		
1:pm							
2:pm							
3:pm							
4:pm							
5:pm							
6:pm							
7:pm	Gym		Gym				
8:pm							
Possible Hours	2	1	2	1	1	1	0

Ideal Hours = 8

# How to Hire a Personal Training Professional and Get More than You Paid For

The two previous schedule examples showed ways to prioritize workout times. However, this prioritizing technique could be used for any goal. Perhaps workouts are already built into your weekly schedule, and what you need to do is

find times to create better food choices. So, you prioritize times to shop for better food choices and prepare weekly menus and daily dishes. An ideal weekly schedule might look like the following.

## Ideal Food Preparation Goal Schedule Example

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
7:am							
8:am							
9:am						Shopping	
10:am							
11:am							
Noon							
1:pm							
2:pm							
3:pm							
4:pm							
5:pm							
6:pm							
7:pm		Food Prep		Food Prep			
8:pm							Food Prep
Possible Hours	0	1	0	1	0	1	1

Ideal Hours = 4

## Commit to your goal: Can you give 100%, 80% of the time?

When it comes to committing to your goal, I have one simple rule, commit to half of what you can schedule. After you have laid out your ideal weekly workout schedule, commit to completing a minimum of half the scheduled workouts.

Only half? Yes. The reason why I have people commit to half of what they can possible do is because it builds constancy and a positive can-do attitude. Steady constancy builds lifetime habits and that is a more powerful force in helping you reach your goals than starting and stopping with extreme vigor. The reality is that you will complete more than the minimum each week. With each successful workout you will feel a sense of accomplishment and develop the can-do attitude that accompanies it. When you create your ideal and commit to half, the 80/20 guideline automatically kicks in and leads to a lifetime of success.

## Using the 80/20 Guideline in Program Design:

If you are doing what you need to do 80% of the time, then allow yourself that 20% cruise control. Life is too short to be stressing out all of the time about your diet and exercise situation. If you put together a game plan and are kicking butt 24 days out of a month, then don't get all uptight about the other six. It is called life, and you've got to live it. Enjoy the richness of foods and the friends that pop in and keep you from your workout from time to time. This is not a license to go crazy and consume 3 large pizzas, a half gallon of ice cream, and not exercise for a month. However, it is a guideline that recognizes the holidays and other events that are going to take us off track for a while. The important thing is to not beat yourself up when you are not in 100% compliance, but to enjoy the 20%, knowing you have a game plan for the other 80%.

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**Steady constancy builds lifetime habits and that is a more powerful force in helping you reach your goals than starting and stopping with extreme vigor.**

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## Ideal Workout Schedule Example w/Commitment Hours

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
7:am	Walk						
8:am		Walk		Walk		Gym	
9:am							
10:am							
11:am							
Noon			Walk		Walk		
1:pm							
2:pm							
3:pm							
4:pm							
5:pm							
6:pm							
7:pm	Gym		Gym				
8:pm							
Possible Hours	2	1	2	1	1	1	0

Ideal Hours = 8

Committed Hours = 4

## 10 Must Ask Questions For Your Potential Personal Training Professional.

1. Are you nationally certified?
2. What related experience do you have?
3. What type of clients do you mostly work with?
4. How will your education and experience help me reach my goal?
5. Do you have liability insurance?
6. What is your schedule like?
7. What is your cancellation policy?
8. Do you work with a network of other healthcare professionals?
9. Why did you get into this field?
10. What is the last book or article you've read in your field?

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**When you ask the question, "What related experience do you have?," you are looking to see how engrossed their life is in health and wellness. Are they a living example?**

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### Are you nationally certified?

The first thing to remember is that this is one of many questions that you are asking. As important as a national certification can be, it is only one piece of the puzzle in finding the right PTP for you. If a trainer has taken the time to become nationally certified it tells you three important things:

1. They have taken the first step to establish themselves as a professional in their field.
2. They have been exposed to the standard practices and guidelines of the industry and passed a written exam.
3. If they have received any specialized training that may be relevant to your needs.

Unfortunately, being nationally certified can not guarantee the quality of instruction from a PTP. As will be discussed in the next question, related experience and expertise adds a lot to the overall quality of instruction a PTP can provide. Add to

that personality and presentation style and you can begin to see the limitations of what a national certification can tell you about your potential PTP ability.

Currently, there is not a governmental body that oversees the national licensing or certification of PTPs. Listed below are a few of the industry leading organizations that provide and regulate national certification for PTP.

- Aerobics and Fitness Association of America
- American College of Sports Medicine
- American Council on Exercise
- Aquatic Exercise Association
- International Sports Science Association
- National Strength and Conditioning Association
- National Academy of Sports Medicine
- National Council of Strength and Fitness
- National Federation of Professional Trainers
- The CHEK Institute
- The Cooper Institute
- Yoga Alliance
- Pilates Method Alliance®

### What related experience do you have?

How do you test and certify the wisdom gained by the experience of a life long runner? Almost anyone can memorize the metabolic processes that occur during exercise to pass a written certification exam. However, is that as important as being able to share a lifetime of successfully applying those exam questions to real life situations?

Not every great coach you meet is going to have a wall full of certifications and degrees. Some of the top professionals in every industry are where they are because of a lifetime of experience and self study. They have built their well deserved reputations on results not test taking abilities. Their hands-on experience and wisdom should not be overlooked.

Many PTP new to the field of one-on-one training do not have a national certification simply because they have not had time to test for it. There is a growing number of PTPs moving from related fields such as Athletic Training, Physical Therapy, Clinical Nutrition, Massage, and Nursing into full time training. Many of them have national certifications and licenses from

their current field of training. Keep your eye open for these experts. Their experience can be an enormous potential resource to you.

When you ask the question, “What related experience do you have?,” you are looking to see how engrossed their life is in health and wellness. Are they a living example?

## What type of clients do you mostly work with?

Be leery of a trainer who claims to be all things to all people. It is common for a trainer to work with a wide range of clients based on age, sex, and experience. However, the goals of the clients are generally similar, allowing a trainer to provide focused and quality instruction. If someone does claim to be a jack of all trades, keep searching for a master of one.

## How will your education & experience help me reach my goal?

An experienced PTP should be able to tell you how they will help you meet your goals and solve your problems. At the same time, they should be able to recognize if they are not a good fit for you. And if they are not, be willing and able to refer you to someone who is a better fit.

## Do you have liability insurance?

Having liability insurance shows you that they are committed to their profession and your safety. With this simple question you will know if you are dealing with true professional or the equivalent of a “jeweler” selling watches out of the trunk of his car. Many health clubs have policies that cover their trainer, but not all do. If they do not have liability insurance ask them why not.

## What is your schedule like?

A full training schedule can be a sign of a quality trainer. A “busy” schedule with a trainer flying from club to club, job to job, and picking the kids up from school may be a red flag. If they are “busy”, are they going to realistically be able to give you the attention you deserve?

The other thing you want to know about their schedule is if it matches up with your schedule on a regular basis. You do not want scheduling a training session to be a nightmare. If you have done your homework; you will know your schedule. Do your best to match your ideal schedule with your potential trainer’s availability.

## What is your cancellation policy?

A PTP is just like any other professional whose services you retain. They value their time. You should expect to pay in full or in part if you cancel under 24hrs. Whatever their cancellation policy is, be aware of it before you begin.

## Do you work with a network of other healthcare professionals?

Again, be leery of a trainer who claims to be all things to all people. A PTP who has taken the time to establish a network of allied healthcare professionals tells you two very important things. First, they recognize their own strengths and weakness and what they can and can not do for you. Second, it speaks to a positive professional reputation if other healthcare providers are willing to refer clients to them.

## Why did you get into this field?

Look for someone whose eyes light up when you ask them this question. Are they in the field because they are passionate about what they do? Or, is it a something they do because they don’t know what else they want to do?

## What is the last book or article you’ve read in your field?

Do they stay current and look to continually grow as a PTP? Are they passionate? The good PTPs at the very minimum stay current with what the great PTPs are doing within the field. The great PTPs are not content with playing catch-up within their field, but also look outside of it for ways to improve and enhance it.

## 3 Post Interview Questions That Make the Decision Easy.

1. Is this someone I can spend time with?
2. Did the trainer ask me questions about my goals and lifestyle?
3. Do I believe this is someone that can help me reach my goal?

### Is this someone I can spend time with?

I am not asking if this is someone you could be best friends with or take trips to the Bahamas with. However, most of us know intuitively if someone rubs us the right or wrong way. If your potential trainer reminds you of a high school PE teacher and all the nightmares of freshman gym class, keep looking. Take the time to find someone you feel comfortable working with, it will make the whole experience that much more productive and enjoyable.

### Did the trainer ask me questions about my goals and lifestyle?

A quality PTP recognizes that one size does not fit all. They also recognize that your current lifestyle plays a major role in your current health and ability to reach your goals. One of the telling signs of an experienced PTP is the quality of questions they ask to help paint a full picture of who you are and where you want to go. Did they seem genuinely interested in you as a person, or just as a potential paycheck?

### Do I believe this is someone that can help me reach my goal?

You made your list and checked it twice with the 10 must-ask questions. Now it is time to start weighing the strengths and weakness of each. Keep in mind, you don't need someone with a PhD in mathematics to teach you your multiplication tables. In the same way, you do not need someone who can answer all of the questions you might have on health and wellness. You are looking for someone you believe has the ability and knowledge needed to help you reach your current goal.

Regardless of all the questions and checks, do you believe this person can get you to where you want to be and deliver on what they said they could do for you? If you can not say yes to this question with confidence, keep looking.

## 6 Common Mistakes People Make When Hiring a Personal Trainer and How to Avoid Them

1. Not going in with a game plan
2. Believing in Trainer Osmosis
3. Sticking with the wrong trainer
4. Not using all their sessions
5. Not coming away with something they can use
6. Scheduling their sessions to far apart

### Not going in with a game plan

If you start working with a PTP without knowing your goals, knowing what you are looking for from your PTP, and having a prioritized and committed schedule, you are going to waste valuable time and money.

By knowing your goals you decrease the amount of time that a PTP needs to spend with you figuring them out. This is time that you are paying for and could be better spent doing hands on instruction.

Knowing what you are looking for from your PTP will reduce the risk of having to switch trainers halfway through it all. If you just randomly select a trainer you might end up with a winner, however if you do not you will lose valuable training time ramping up with a new trainer. Not to mention the time and frustration of finding your next trainer.

If you have not taken the time to prioritize and commit to your schedule, one of two things generally happens. First, you will end up scheduling sporadic sessions that lead to less focused and productive workouts. Second, you will regularly lose sessions due to late cancellations caused by last minute scheduling of higher prioritized appointments.

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**Make a commitment to yourself before you start working with a trainer to finish using all of your sessions.**

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### Believing in Trainer Osmosis

People would never admit to this, but their actions speak to this. Somehow people believe that all they need to do is

show up for their session and everything else will take care of itself. This can be blamed in part by what I call the “passive patient mentality” created by our current healthcare system. Something is wrong with you. You go see a doctor. They give you a pill, you take it, and no other demands are made on you to change your life. If you want to maximize the time you spend with your PTP, you must be an active participant. Do not allow your trainer to just take you through the motions. Do the best you can to understand what you are doing and why and making a commitment to changing your lifestyle when you are not with them.

### Sticking with the wrong trainer

Simply put, the wrong trainer is someone who is no longer a consistently positive force in helping you reach your goal. This may be someone who despite your best efforts to do your homework and screening, fails to meet your motivational and educational needs. Schedules might have changed, making it difficult to regularly schedule training sessions. Or, after spending a few sessions with them their laugh and dry jokes drive you nuts. Whatever the reason you find it difficult or unproductive to work with them, move on. You purchased the sessions, not the trainer. You have the right to move on to a trainer who is a better fit.

### Not using all their sessions

People move, they get sick or hurt, business close, and favorite trainers move on. These are just a few of the reasons why people fail to use all of their sessions. Make a commitment to yourself before you start working with a trainer to finish using all of your sessions.

### Not coming away with something they can use

If you are being an active participant in your training sessions, you should be coming away with something you can do on your own. If you took piano lessons you would expect to be able to play on your own right? Why then should you expect anything less when working with a PTP?

### Scheduling their sessions to far apart

In hopes of saving money, many people schedule their session with extended gaps between them when they first start training. This is rarely a good idea. When you are learning new information a training session will go by very quickly. The

chances of you being able to correctly replicate the exercises on your own after one training session is not very high. One of three things is likely to happen if you take this route:

- You hurt yourself doing the exercise incorrectly.
- You practice incorrectly and have to spend workout sessions with a trainer fixing mistakes.
- You get frustrated trying to remember how to do an exercise and skip the workout.

If any of the above does happen, it will cost you more than the money you thought you were saving by spreading out the sessions.

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**“Never mistake motion for action.”**

—Ernest Hemingway

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If you want to maximize your time with a trainer and avoid these common mistakes take the time to go through the, **5 Things You Must Do Before You Hire a Personal Training Professional**, outlined above:

1. Have a goal.
2. Know the emotional drivers of your goal.
3. Do your homework.
4. Make your goal a priority.
5. Commit to your goal.

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**“Get the action habit, you do not need to wait until conditions are perfect.”**

—David. J. Schwartz

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## Closing

I picked up a very powerful life principle from performance coach Anthony Robins. During a seminar, he talked about the power of trying “until.” He gave examples of Colonel Sanders starting KFC at the age of 65 and hearing 1,000 rejections before his first sale and of Thomas Edison finding countless ways not to make a light bulb before he found the way to make a light bulb successfully. The illustration that sticks out most in my mind is the example of a child walking. To paraphrase Robins, he asked, How many of you, when your baby tried to walk the first time, let her try, and when she failed stopped making her try? None of us would think of having our children quit after trying just once to walk; we would make them “Try Until” they learned how. Sadly enough, many of us have forgotten this simple lesson of success. When it comes to creating healthy habits and reaching your fitness goals, you must try until.

What to do next? At BiG Head Fitness our motto is, “Simplify, Unify, take Action.” We hope that this special report has helped to simplify and unify the growing field of personal training professionals for you. The next step is for you to take action; Define your goals. Know why they are important to you. Do your homework. Prioritize your actions. And try until. I’d like to end with an empowering quote from David J. Schwartz from his book *The Magic of Thinking Big*,

“Don’t sell yourself short. Conquer the crime of self-depreciation. Concentrate on your assets. You’re better than you think you are.”

I look forward to hearing from you. Until then,

Train Smart

Live Well

Hank DeGroat

President and Founder

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## Disclaimer

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**“Sometimes when I start a play, I never know if I will be able to do what I would like. But I always go ahead and try.”**

—Julius Erving, All Star NBA Forward

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# Finding the right PTP worksheet

**What do you want your PTP to do for you?**

1. Are you nationally certified? Y / N
2. What related experience do you have?
3. What type of clients do you mostly work with?

**What is the emotional driver of your goal?**

4. How will your education and experience help me reach my goal?

5. Do you have liability insurance? Y / N

6. What is your schedule like? What times do you have available?

**Have you done enough homework on your goal to be an educated client?** List the articles and books you have read, and people you have talked to related to your goal:

7. What is your cancellation policy?

8. Do you work with a network of other healthcare professionals?

9. Why did you get into this field?

**Have you made your goal a priority?** List the time and days that you have set aside to reach your goal:

10. What is the last book or article you've read in your field?

## 3 Post Interview Questions

1. Is this someone I can spend time with? Y / N

2. Did the trainer ask me questions about my goals and lifestyle? Y / N

3. Do I believe this is someone that can help me reach my goal? Y / N

## 10 Must Ask Questions of your Prospective PTP

Trainer's Name:

Training Location:

Contact Information:







