

NETWORK

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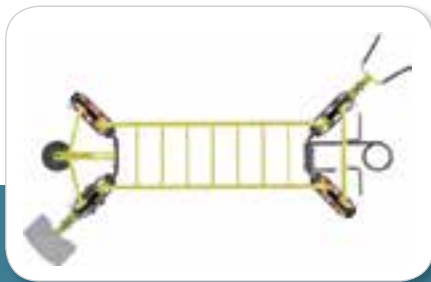
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Editorial

This issue's Research Review takes a look at an interesting study that recently demonstrated the efficacy of training with a personal trainer compared to working out alone. Not a surprising finding you may think, but there's actually been very little previous research into the area. We in the fitness industry may 'know' that working with a fitness professional is effective, but it's not universally accepted, so it's certainly helpful to be able to quote a study that proves it.

Of particular interest was the fact that study subjects who trained with PTs achieved significantly greater fat loss and fitness gains than self-trained subjects who actually put in more hours at the gym – adding further credence to the adage 'train smarter, not harder'.

Of course not everyone has a budget for personal training, especially on top of club membership fees. For those who are considering using the services of a PT, however, but who aren't convinced of the value, this research is valuable evidence of the change that fitness professionals can facilitate.

Speaking of change, this issue is packed with articles by an eclectic range of authors who will be sharing their fitness know-how at this year's FILEX convention – the theme of which in 2014 is 'Embracing Change'. From the much respected Todd Durkin's pointers for long term industry success and Michael Port's reflections on the beauty of 'thinking big', to Greg Sellar's innovative Turbo Tabata and a look at the reasons behind the well publicised changes at Fitness First, there's plenty here to challenge the way you think and, hopefully, prompt you to embrace some change of your own.

I look forward to Embracing Change with many of you at FILEX in Melbourne!



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NETWORK

ON THE COVER:



When Fitness First conducted a survey to establish how it was perceived by the general public, the responses prompted some deep soul searching – and some radical changes. Find out more on page 12.

EDITOR

Oliver Kitchingman

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Perspective

This feature proudly brought to you by Precor, fitness industry innovators. For a fresh perspective on cutting edge equipment and member retention visit www.precor.com

Perspective features the opinions of prominent people in the fitness industry. Here, internationally lauded strength and conditioning coach *Todd Durkin* shares his 10 habits for a successful and impactful life in fitness.



Do you want to make a real difference to the world by positively impacting a massive number of lives, or are you happy to just coast along?

My time working in this great industry has taught me more than a few valuable lessons about creating success, significance and impact in not only my own life, but in the lives of others.

1. Take time to work *on* your business, not just *in* it. Determine your true purpose in business and in life, plan where you want to be, and work out what you need to do to get there. Even three hours a month spent working on your business will reap benefits and help you focus on why you do what you do.
2. Surround yourself with positive people who bring out the best in you. Your circle of contacts can either elevate your mindset, actions and beliefs, or drag you down. Allow no energy vampires in your life.
3. Commit to ongoing learning. I live by the mantra '1 per cent better every day', which entails a daily dose of business or personal development through books, podcasts, videos, and attending workshops and conventions. Never stop learning.
4. Regardless of your role, you must strive to be a leader. From setting expectations to providing feedback to teammates, there are numerous ways to exhibit leadership and make people feel valued. One of the most important things any leader can do is simply listen to and care for 'their people'.
5. Take more risks. Fear holds us back and paralyses dreams. Don't let it. Instead, use fear to motivate you to take action. Take risks and don't be afraid to fail – that's where valuable lessons are learnt. To play bigger, you must dream bigger, and risk bigger.
6. 'Win the day' by attacking every day with fervour. To do this you must adhere to your best practices, train hard, eat right and lead effectively. Daily wins add up to great success.
7. Contrary to popular advice, I believe you *should* sweat the small stuff. Greatness is 100 little things done well. Make sure your words, behaviour, appearance – everything you do – has your stamp of approval. I believe 'The way you do one thing is the way you do everything', so make sure nothing lets you down.
8. 'Love the process, not the product'. Every great sports coach speaks of the importance of practice. The fitness industry is no different. We often want things 'now', but they don't always come now. The 10,000 hour rule states that you need to do something for that many hours to be

great at it – so you might as well embrace the journey.

9. Focus is the most important trait if you want to accomplish more. Identify exactly what you *want* to achieve in life, and determine three things you *need* to do this year to get you closer to that goal. Need plus focus increases the chance of success.
10. Finally, you must create raving fans by taking world class care of your clients and members! Referrals can account for 90 per cent of new business, so do all you can to create consistently amazing experiences for clients. In my business we say 'We are the best part of your day, every day.' And then we back it up.
11. Did I say 'finally'? Well here's one more tip – because I love the motto 'And then some!' Why? Because in everything you do, from customer service to communication and leadership, you must over-deliver. Regardless of your role on the team, commit to excellence, dream big, and create impact every day. [\[i\]](#)



Todd Durkin, MA, CSCS

Todd is an internationally recognised strength, speed and conditioning coach, personal trainer, motivational speaker and founder of Fitness Quest 10 in San Diego, CA. He is also author of *The IMPACT! Body Plan*, a 10-week plan to change body, mind and spirit. For more information visit www.ToddDurkin.com



Experience Todd's game-changing training and PT business advice at FILEX 2014 where he will present:

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- ▶ The complete boot camp package • B10
- ▶ Train the Joes like the pros! • B5C
- ▶ PLUS 'The blueprint for PT prosperity' at the PT Business Summit

For more information on Todd's sessions check out www.filex.com.au where you can also register for the convention or the all-inclusive Gold Pass packages that include access to the essential PT Business or Business summits and breakfast events.



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Fit Facts

Fit Facts is a compilation of recent research findings, industry happenings and fitness news. Network eNews regularly delivers this sort of information direct to your inbox.

Weekday habits key to healthier weight

People who are able to lose weight over time are more likely to live more healthily during the week, even if they blow out at weekends, according to US and Finnish researchers.



Most people weigh their heaviest after the weekend and their lightest by the end of the working week, the study found. But subjects who consistently lost weight over the duration of the study displayed a tendency to compensate more strictly during the week for their weekend weight gain. Those who gained weight in the long term appeared less able to put the brakes on treat-wise during the week.

Commenting on the findings, registered dietitian Joy Dubost, a spokeswoman for the Academy of Nutrition and Dietetics, said: 'This shows it truly is about the journey, rather than the one-time splurge where you gain a couple of pounds.'

In other words, weekend indulgences are all good and well provided you don't let the good times roll on throughout the week!

Source: *Obesity Facts*

Yes to yoghurt, no to type 2 diabetes

People who eat lots of yoghurt may be actively reducing their risk of developing type 2 diabetes according to recent research from the University of Cambridge in the UK.

The research, involving 25,000 male and female subjects, revealed a 28 per cent reduced risk of developing new-onset type 2 diabetes in people who had a high consumption of yoghurt, compared with those who didn't eat it at all. A similar reduced risk was evident with all low-fat fermented dairy products, including some low-fat cheeses such as fromage frais and low-fat cottage cheese.

Volume-wise, the risk reduction was observed in study participants who consumed approximately 650g of yoghurt per week – a quantity that may be seen to be easily achievable as part of a healthy diet.

Big training session to make a big difference

Small group training is, ironically, big thesedays. But how about huge group training? Imagine 1,000 people, of all ages and fitness levels, participating in one enormous group fitness session to help improve the mental health and wellbeing of young people. That's what Train for Thought, the largest group outdoor fitness session is aiming to achieve on Sunday 27 April in Melbourne.

Train for Thought, which supports headspace, the National Youth Mental Health Foundation, is the vision of Mel Hiatt, a personal trainer and Step into Life business owner: 'Our goal is to have 1,000 participants with 100 trainers training together and raising awareness and funds for headspace. Our aim is to raise \$50,000 to enable headspace to deliver healthy living and exercise programs to young people in headspace centres' said Hiatt.

Registration costs \$30, with every cent going directly to headspace. If you're based in Victoria, why not get yourself – and even better, a team of your members, clients or participants – involved in this fun event? Register at www.trainforthought.com.au

Source: Train for Thought



Lead scientist Dr Nita Forouhi, from the Medical Research Council (MRC) Epidemiology Unit at the University of Cambridge, said: 'This research highlights that specific foods may have an important role in the prevention of type 2 diabetes and are relevant for public health messages.'

Source: *Diabetologia*



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News and announcements from the New Zealand fitness industry



New job site proving popular

The recently re-launched specialist job website www.fitnz.co.nz has proved extremely popular, despite having been operating for only a couple of months, according to Richard Beddie, CE of Exercise Association of New Zealand (ExerciseNZ): 'We were expecting a slow and gradual growth this year, but already jobs are getting several hundred views, and almost 300 individuals have signed up to receive automated updates when jobs they are seeking are listed. We were constantly getting feedback from both employers and fitness professionals that finding jobs/employees was problematic, and that mainstream job websites don't cater well for our industry', Beddie said.



Fringe Benefit Tax (FBT) exempt exercise programs due to be launched soon

Following on from ExerciseNZ's recent victory confirming that certain exercise programs are exempt from Fringe Benefit Tax (FBT), the newly developed web site www.stressmanagementexercise.co.nz will soon list all the programs in New Zealand that employers can choose from that meet the criteria.

'It's a particularly exciting time for both the exercise industry and New Zealand employers' said Richard Beddie, CE of ExerciseNZ; 'Now that we have the all-clear from IRD, we have developed guidelines and an approval process for exercise providers, as well as all the tools to explain how it works to employers. The key elements of REPs registration for staff, and regular reports back to the employer on employee attendance, are explained, as are the significant benefits to employers such as reduced absenteeism of staff, and higher productivity'. For more details visit www.stressmanagementexercise.co.nz



ExerciseNZ Roadshow locations confirmed for 2014

ExerciseNZ has announced the dates and locations for its annual Roadshow. Including separate half-day workshops for facility managers and personal trainers, the travelling event is designed to help grow and support exercise businesses throughout New Zealand.

Roadshow sessions will run from 9am to 12:30pm in each of the following locations:

Auckland – Monday 9 June
 Hamilton – Tuesday 10 June
 Tauranga – Wednesday 11 June
 Napier – Thursday 12 June
 Palmerston North – Friday 13 June
 Wellington – Monday 16 June
 Dunedin – Tuesday 17 June
 Christchurch – Wednesday 18 June

Mark the date of your nearest Roadshow in your calendar and visit www.exercisenz.org.nz for further details on venues and registration. [T](#)

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ALL CHANGE AT FITNESS FIRST

When Fitness First conducted a survey to establish how it was perceived by the general public, the responses prompted some deep soul searching – and some radical changes, writes *Pete Manuel*.



Change is never easy. So when Fitness First decided to undertake a total rebrand on a global scale we knew it would take more than a little soul searching to find the way forward.

In 2011 we conducted extensive research to ask the general public what they thought of us. We really listened to the feedback we received, taking on board a lot of insights, and we accepted it was time for a major change.

We learnt that making a difference is as simple as supporting our members and investing in things that matter to them, like clean, innovative clubs, helpful people working as a team, and fitness innovations to help them stay motivated.

2012 was a pivotal time for Fitness First and gave us the fresh start we needed, following an acquisition by leading global private equity house, Oaktree Capital Management. Since then the business has undergone widespread restructuring to reposition itself once more as the fitness leader and industry expert.

The changes we have made have not been superficial. We have worked on the DNA – the very fibre of our business, including the culture we create and the attitude of our people. We have seen that we can no longer take a 'one size fits all' approach to the way we do things. We've made structural changes to support an obvious truth in our business – that our members are different, and

as such, we understand that clubs in different locations cannot be run in the same way.

In 2013 we reached out to members and asked what they wanted from their gyms. We received an incredible response from 16,500 members, highlighting three key areas of importance – equipment, club environment and fitness support.

In The Zone

In response to the feedback from members, in July 2013 we launched The Zone in Sydney's CBD – in what was a first not only for us here in Australia, but for Fitness First globally. Taking The Zone from concept to fruition was no small undertaking, and has set us apart from our competitors by challenging conventional training methods – signalling to the world that we are leading the way in fitness innovation.

With the launch of The Zone we introduced what we call Dynamic Movement Training (DMT). This form of training is all about utilising the body's natural movement patterns with three dimensional exercises that work the entire body by challenging the muscular, cardiovascular and neural systems. DMT is the most efficient way to train, allowing the body to get three times the benefit of regular isolation training by improving dynamic strength, fitness and function at the same time.

At Fitness First, we believe that DMT, in combination with group training sessions, is not only the best way to get fit and see results, it is also the most fun and motivating way to exercise.

More than just a new look

In January this year we unveiled the new look Fitness First. The familiar blue logo has been replaced by a new, vibrant red logo with a bold 'F' – symbolising passion, energy and strength.

But it is much more than just a new logo. As we've said, this is about change for the best – and to really make that happen we have taken a 360 degree approach



to change across multiple aspects of our business, from the inside out.

We have invested in 'Raise the Bar' training programs for all of our 3,800 employees Australia-wide so they have the skills and resources to deliver an excellent standard of customer service and fitness expertise. We know that machines don't motivate people – people motivate people – so we are making a significant investment in developing and training our team to ensure they can help our members to go further.

On that note, we are also investing significantly in the nuts and bolts of our business. Fitness First invested more than \$20m in the past 12 months, and we will continue the transformation by doubling that investment during 2014 to \$40m, which will be spent across capital expenditure, training and products.

We have introduced a number of fitness innovations over the past 12 months – from Shockwave, Small Group Training (SGT) and Flow Yoga, to Fitness Workshops and Fitness Programs. And, to continue to support our members' fitness aspirations, over the coming months we will be rolling out a number of new fitness products, completely free to our members and all built around the philosophy of Dynamic Movement Training.

The first product due to launch this month will be Pro Cycling, a 30-minute high intensity class based on the training regime of Pro Cyclist and Olympic Gold Medallist, Victoria Pendleton. Soon after, we will be introducing our Freestyle Group Training Program, which has evolved from our current SGT offering.

Our Signature Bio Age, which assesses biological age versus actual age, is also scheduled for release early this year. This



new and improved fitness assessment is more challenging than the current version, harnessing the latest findings in behavioural psychology and utilising innovative fitness equipment. Custom Fit training programs are also still to come – offering unique fitness programs to each and every member. On top of that, we will also be introducing a raft of new motivational technology enabling members to track progress daily, obtain instant feedback and connect socially as a fitness community.

Changing the rules on member commitment

You may have heard that we have recently built our intentions right into our terms and conditions. People who join Fitness First will have the option to pay as they go, without committing until they are truly ready to. In a clear statement that we want our members to stay with us and reach their goals, through our Fitness Guarantee we will be making it possible for them to leave even within contract without a notice period if they train three or more times on average per week. We want our members coming to the club, getting the most out of their membership and unlocking their true potential to get the best out of their lives.

"We know that machines don't motivate people – people motivate people – so we are making a significant investment in developing and training our team to ensure they can help our members to go further."

We're very excited about the recent announcement of two of our major sponsorships for 2014. Our partnership with the 2014 Sydney Gay and Lesbian Mardi Gras conveys that we are a progressive business that embraces diversity. Also, this month our role as the naming rights sponsor of the Fitness First Corporate Triathlon Series is a great way to encourage our members to keep fit both in and outside of the gym.

Underpinning all of these changes is our new brand philosophy – to inspire our members to achieve their fitness aspirations and go further in life. Not just in the gym. Not just in their sporting pursuits. But in life. And everything we do is about how we support our members through fitness, to do just that.

This is the dawn of a new era for Fitness First and while we know there will be bumps along the way, we are committed to always taking an honest look at our performance. The theme of this year's FILEX Convention is 'Embracing Change' – we too are embracing change in everything we do, and we are committed to constantly re-inventing ourselves, always adapting and moving forward. **■**



Pete Manuel, BA (Hons)

Pete joined Fitness First Australia as managing director in 2011. Prior to this, he was vice president and managing director of Procter & Gamble Australia New Zealand. During his career with global brand leaders including Gillette, Duracell and Yoplait, Pete has worked across the globe in the UK, US and Canada, as well as Australia. He is an active member of the Manly Surf Life Saving club.



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SEASONAL RECIPES: AUTUMN



With Easter on the horizon, thoughts turn to all things chocolate... The Healthy Chef, *Teresa Cutter*, is no exception – but her smoothie recipe will make for the healthiest choccy-inspired treat you enjoy all season.

CACAO KAPOW!



Re-energise and revitalise with this delicious and nutritious 'heaven in a cup' smoothie. Hydrating and refreshing, it's the perfect pick-me-up after a long day's work or study. The combination of cacao, coconut water and berries gives you a nutritious energy kick – and it's also ideal in the afternoon when you are craving something sweet and chocolatey!

This super smoothie really packs a powerful punch! Firstly, coconut water is a natural isotonic drink – it's one of the best hydrators and fluid replacers in the world. The coconut flesh and liquid are loaded with health benefits and using it in your smoothie will give you a burst of energy and clarity of mind! You can buy young coconuts in most fruit shops and supermarkets.

Secondly, cacao is a super bean, loaded with antioxidants and essential micronutrients for health and vitality. It's a great source of magnesium, which aids calcium absorption, metabolism and protein synthesis. It also contains iron, copper, calcium and potassium, and has been scientifically proven to reduce risk of stroke, diabetes and heart disease.

Next up, berries – from blueberries, strawberries and raspberries to mulberries and cranberries – are not only delicious juicy jewels, but also packed with nutritional goodness. High in fibre, calcium, magnesium, phosphorous and potassium, fresh, frozen, dried or powdered berries give your smoothie an antioxidant-rich, low-calorie boost.

The next ingredient, native whey protein isolate, such as Healthy Chef Pure Native WPI, is an amazing lactose-free super-protein that aids muscle recovery, tissue growth and repair, and supports immune function and healthy metabolism. Rich in BCAA's (branched chain amino acids

valine, leucine and isoleucine), studies show that BCAA's can reduce fatigue and improve exercise performance, reduce muscle breakdown and facilitate healing.

Finally, Healthy Chef Organic Super-food is an awesome antioxidant and vitality booster. High in nitrite-rich vegetables, including beetroot, carrot and spinach, it can enhance sports performance and training. Its anti-inflammatory ingredients, such as maqui berry and acai berry, promote recovery and assist in energy metabolism.

Serves 1

Time it takes: 5 minutes

Ingredients

- 1 fresh young coconut (water and flesh)
- 1 tablespoon cacao
- 1 banana (frozen is good)
- 1 tablespoon Healthy Chef Pure Native WPI
- 1 tablespoon Healthy Chef Organic Superfood
- ½ cup frozen berries

Once opened (carefully using a meat cleaver or similar – search online 'How to Open a Young Coconut'), you can scrape the soft flesh of the coconut out with a spoon. Combine all the ingredients in a blender until smooth and creamy. Pour into a glass and enjoy.





QUINOA PANCAKES WITH ORANGE BLOSSOM HONEY



These gluten-free quinoa pancakes are perfect for a Sunday morning breakfast, drizzled with the seductive flavours of orange and vanilla – and are even more indulgent when scattered with some lightly roasted hazelnuts or other toppings (see notes). It's important to use the whole seeds when making these pancakes as they produce the best results and a delicious pancake. Don't use quinoa flour, as this will give it a bitter flavour.

Technically quinoa is not a grain but a relative of green leafy vegetables like spinach. Gluten-free and with a low GI (up to 53), it's also a 'complete protein' which means that it contains all the essential amino acids that the body needs for tissue growth and repair, such as lysine – making it a perfect post-workout meal. Your body needs protein for repair and quality carbs to replenish glycogen, and quinoa is a good source of both. The eggs will also boost the protein, and the ground flaxseed adds a boost of omega 3 for brain health.

Serves 3 (makes 10 pancakes)

Time it takes: Prep: 10 minutes; soaking: 1 hour or overnight; cooking: 10 minutes

Ingredients

200g quinoa (whole raw grain)
 1 tablespoon ground flaxseed (linseed) or chia
 375ml (1½ cups) your choice of milk (soy, almond, dairy, seed)
 1 teaspoon vanilla extract or paste
 ¼ teaspoon ground cinnamon
 2 free range/organic eggs
 ½ teaspoon bicarbonate of soda (baking soda)
 2 bananas (smashed)

Orange blossom honey (optional)

2 whole oranges
 2 tablespoons honey
 ¼ teaspoon orange blossom water (optional)
 1 teaspoon vanilla extract or paste

Combine whole quinoa, flaxseed and milk and soak for at least one hour, but preferably overnight. Place in a high speed blender, like a Vitamix, along with vanilla, cinnamon, eggs and baking soda. Blend until smooth and creamy. Remove and fold in the smashed banana by hand, but don't blend. Cook in a pan over low-medium heat until golden. Serve with orange blossom honey or your preferred topping.




To make the orange blossom honey, combine the zest of 1 orange and the juice of 2 oranges in a pan with the honey and vanilla. Add the blossom water only if you have it – it will add another layer of flavour. Reduce the liquid until thickened, then spoon over the pancakes.

Nutrition per serve (1 pancake without sauce)

Protein: 4.8g
 Total fat: 2.4g
 Saturated: 0.7g
 Carbs: 11.2g
 Fibre: 1.6g
 Calories: 86
 Kilojoules: 360

Notes: Feel free to use other toppings such as berries, roasted hazelnuts, roasted rhubarb, caramelised apple, thick natural yoghurt or a light drizzle of honey and LSA.

Grated apple can be used in place of banana, and millet can be used in place of quinoa.

It's important to use a good high speed blender for making these pancakes. The final pancake mix should look creamy and smooth before cooking. 



Teresa Cutter

Teresa is one of Australia's leading authorities on healthy cooking and the founder of The Healthy Chef, a company dedicated to improving health and wellbeing. A qualified chef with over 20 years' experience, as well as a nutritionist and fitness professional, she has combined her knowledge of food, diet and exercise to develop healthy recipes for people who love food but want to maximise their health and wellbeing. For more information visit www.thehealthychef.com



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7 CECs

3 WAYS TO WIN IN THE NEW ERA OF INDOOR CYCLING

Beyond improved fitness, your cycling participants want motivation. *Julz Arney* shares some tips that will get your classes working harder, riding longer, and returning more often.



As an industry, we are in a new era of indoor cycling. In addition to being knowledgeable fitness professionals and solid instructors with good music playlists, today's most talked about instructors know how to amplify the energy of the room and deliver an electric and inspiring experience on the bike.

Group fitness workouts continue to evolve based on consumer demand and, without a doubt, consumers want results. The foundation of any class is a well-planned workout that is inclusive, makes sense physiologically and provides training variety. But beyond improved fitness, your participants want motivation. They are looking to you, their fitness leader, for the motivation to work harder, ride longer, and return more often. Savvy instructors have heard this message loud and clear and sharpened their skills in the areas of communication, connection and all around entertainment to become the most popular personalities in the fitness facilities where they instruct.

Here are a few tips you can start using right away to go beyond the basics and take your teaching over the top!

1. Take me on a ride.

At the end of the day, your participants might not remember what you said or did, but they will remember how you made them feel. As an instructor, it is up to you to create an *experience* for your riders beyond the workout. This means going the extra mile to create an environment that is memorable and inspiring.

Try this: Set yourself apart as an instructor by adding intentional and unique elements to your class. For example, get to class early and see if there is a way to adjust the lighting. If you can't adjust the lights, bring a lamp or flameless candles to control the ambiance of the room.

Teamwork is another great element to add to your ride that creates an interactive, social experience. Before the ride starts, assign teams. Divide the class into small-groups, guys versus gals, the right side of the room versus the left side, or partners. Encourage and prompt the teams to interact with each other by saying things like, 'Look across the room at the other team and say 'It's ON!''; 'Secretly choose one of your teammates who looks like they are working hard right now. Match their intensity!' or 'Turn to the person next to you and give them a sincere compliment.' When riders make a connection, they are more likely to return to your class for the experience.

"At the end of the day, your participants might not remember what you said or did, but they will remember how you made them feel."

2. Talk to me, baby.

A great communicator knows how to use their voice to inspire and motivate a room. It is an indoor cycling instructor's job to clearly communicate the objectives of the workout and coach the riders through the work.

Try this: Encourage your participants to work harder by having them concentrate on something other than the exercise they are doing. Visualisation and imagery are great ways to guide and motivate your participants. For example, tell your class that they are in a race and to visualise the riders ahead of them that they have to pass. Or describe in great detail the hill they are climbing and how this stage of work should feel.

Communication is more than what you say. Use your voice and body language to connect with your class and create a more powerful presence. Vary the tone, volume, and speed of your words to engage your riders. Use hand gestures

such as holding up the number of seconds left on your fingers, pointing to individual riders while you give them words of praise or encouragement, and reaching your arms wide to fill and energise the room.

3. Pump me up!

No matter what you play or say in your class, your participants just want to have fun! Have you ever been to a party at which you've enjoyed the company so much, you lost track of the time? Make the time in your class fly by with a ride that feels like an all-nighter! Your students will return week after week just for the entertainment.

Try this: Spread your energy around the room and connect with participants by getting off of the bike and walking or running up and down the rows. While



you are on the floor, make eye contact with the riders, ask individual riders a question, or give out high-fives and fist bumps as you move through the crowd.

Another way to liven up your classes is with pre-answered questions. Set your riders up by saying, 'There is only one answer to this question and that answer is, yes! Now, are you ready to climb this hill with me?' Try inserting a well-known song into your next

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playlist and conduct a 'sing off' between teams each time the chorus comes around. The ride time will fly by and the fun quotient of your class will rise exponentially.

Overall, teaching an inspiring class is more than the music or the exercises you choose, it is how you make the members feel that determines your success as an instructor. **■**



Julz Arney

A group fitness instructor with 23 years' industry experience, Julz has been honoured as Instructor of the Year by

CanFitPro and recognised as one of the world's top three instructors by IDEA. She is the education programs director and lead Master Trainer for Schwinn® Cycling in North America, a master trainer for Indo-Row™, SHOCKWAVE, BOSU®, and Gatorade. A yoga devotee and running addict, she is also a social media and marketing consultant to fitness brands and an author for industry publications.



Julz will be sharing her joyful passion for fitness – and life! – at FILEX 2014. Join her to gain some amazing instructor tips and reinvigorate your teaching:

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Research Review

Fitness gains: Self vs PT-trained

Title: Effect of Supervised, Periodized Exercise Training versus Self-Directed Training

Author: Dr's Storer et.al (University of California Los Angeles, USA)

Source: *Journal of Strength & Conditioning Research*, pre-publication, 2014

Introduction: University is back in full swing, which means I have a new cohort of enthusiastic students studying to be doctors, exercise and sports scientists, researchers, physiotherapists and researchers. The stress placed upon students to excel is well established, however many individuals forget that the professors are also stressed – from time-to-time at least... I recommend to all of my students that they have a good balance of study and personal wellbeing, whether that be achieved via surfing, swimming, yoga or weight training – just so long as the stresses are kept in balance. One can't be hypocritical, so I practice what I preach and either surf or hit the gym every day during the week to maintain that all-important balance.

When training I can't help but listen to the 'guidance' being provided around me, quite often by unqualified individuals who are, to be polite, less than accurate. Yet, quite a number are hesitant, for any number of reasons, to procure the services of a personal trainer to help them achieve their goals.

Ultimately, individuals want to be confident that time and money spent on a personal trainer will be worth the investment. This new research conducted by Dr Storer and his colleagues supports the notion that it is. Although there are literally thousands of research findings on the effects of aerobic exercise and progressive resistance training, surprisingly, a review of the literature identified a scarcity of support for personal trainers.

Method: As this was a traditional research project, 34 individuals (healthy males, 30 to 44 years of age with three months of exercise experience) who

were members of a commercial health and fitness facility volunteered to participate in the study. They were randomised into two groups, one of which was to complete 12 weeks of periodised exercise training under the guidance of qualified personal trainers (TRAINED) and the other of which was to complete 12 weeks of periodised exercise training without any guidance (SELF). The researchers were interested in gains in lean body mass (measured by dual energy x-ray absorptiometry (DXA)), muscular strength (1-RM), muscular power (vertical jump height), and aerobic capacity (i.e. VO_2 max assessed using a treadmill). To further support the integrity of the findings by eliminating any potential 'testing bias', the study used 'blinded investigators', meaning the researchers that did the pre- and post-testing were not aware of which group the participants were in.

Results: Not surprisingly, nine subjects withdrew from the study at various points (5 from TRAINED, 4 from SELF) due to either moving out of the area or inability to meet the training commitments. The training volume completed by the TRAINED group averaged 150 minutes during their planned session. Subjects in the SELF group completed 172 minutes of exercise per week, with the majority of their training spent in resistance training (39 per cent) followed by jogging (27 per cent) and 'other activities' (29 per cent). Both groups had very high compliance to the three day per week training requirement. Over and above this, the TRAINING group completed an additional 1.8 days per week of further training, while the SELF group completed 1.3 extra days per week over the 12-week training period.

With regard to lean body mass, the TRAINED participants gained an average of 1.3kg in lean muscle mass over the 12 week period, whereas the SELF group demonstrated a 0.0kg increase in lean muscle mass, which represents quite a significant difference between the two groups. Additionally, the TRAINED group improved their percentage body fat by approximately 2.0 per cent over the 12 weeks compared to only 1.0 per cent improvement in the SELF group.

With regard to muscular strength, the TRAINED group significantly increased both their chest press strength and leg press strength by 42 per cent and 35 per cent, respectively. The SELF group, however, increased their chest press strength and leg press strength by only 19 per cent and 23 per cent respectively. The estimated peak and average leg muscle power was increased significantly in the TRAINED group by 6 per cent and 10 per cent, whereas the SELF group only increased by 0.6 per cent and 0.1 per cent, which represents quite a dramatic difference in improvement between the two groups. With regard to maximal aerobic capacity, the TRAINED group increased their relative VO_2 max (ml/kg/min) significantly by 7 per cent. Conversely, the SELF group only increased their VO_2 max by 0.8 per cent.

The authors concluded that this was the first study to describe the effectiveness of supervised, periodised training in a commercial health and fitness facility.

Pros: This is an excellent study which lends empirical evidence/support to the benefits associated with using personal trainers. It is interesting that the self-training group completed approximately

15 per cent higher volume of exercise yet demonstrated far fewer gains than the PT-trained group in all parameters assessed. If time spent training had a direct positive correlation with results achieved, as might be expected, the SELF group should have had greater improvements than the TRAINED group. In fact, the opposite was the case and in quite dramatic fashion across the board. Clearly, the TRAINED group was more 'economical' with their training time. With more economical use of time and spectacularly better results, the findings reported in this Research Review would make excellent information to discuss with a client or prospective client who maybe considering training on their own, without the support of a personal trainer.

Cons: It would have been interesting to see whether the TRAINED group could maintain the benefits, or even further improve the gains, without the supervision. **n**

EXERCISE AS TREATMENT FOR CHRONIC DISEASE

Fitness professionals may be interested in attending the Exercise As Treatment conference scheduled for 1 May at Bond University on the Gold Coast. The conference will address the evidence and rationale of different types of exercise for chronic diseases. Visit www.exerciseastreatment.net.au for details.

Dr Mike and Joe Walsh are supported in writing their Research Reviews by Human Kinetics.



Associate Professor Mike Climstein, PhD FASMF FACSM FAAESS AEP

Dr Mike is the program director of Clinical Exercise Science and co-director of the Water Based Research Unit at the Faculty of Health Sciences and Medicine at Bond University, QLD. He is recognised as one of Australia's leading accredited exercise physiologists working with patients suffering from a wide array of chronic diseases and disorders. For more information on this, or any recent Research Reviews, email michael_climstein@bond.edu.au.



Joe Walsh, MSc

Joe is a highly experienced sport and exercise scientist, currently working as a principle investigator on a series of observational studies investigating the demographics of various cohorts of master athletes. Joe's research interests include mathematical modelling, in particular use of Monte Carlo Methods and Markov Chains for modelling sports performance. He and Dr Mike have authored many scientific publications with findings presented at international conferences in Europe, Asia and North America.



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FOLLOW THE LEADER?

Being skilled at what you do doesn't automatically qualify you to lead others in that same field. *Steve Pettit* looks at the importance of emotional intelligence for truly effective leadership.

If you're in a leadership role, have you ever pondered the series of events that led you to this privileged position?

One of the factors may be your outstanding ability in a particular discipline – perhaps sales, personal training or group fitness. It stands to reason that if you're good at doing something, you must be good at leading others to do it. Or does it?

As fitness businesses grow, opportunities are created and a certain fluidity enables movement between roles. You might have begun as a gym floor instructor and evolved into a personal training manager. Or maybe you started as a sales consultant and now find yourself running the facility or even the entire company. Alternatively you might have started your own business or invested in a franchise which thrust you into multiple leadership roles.

Whatever you're doing, regardless of what level you're at, if someone relies on you for inspiration, direction, motivation or accountability, guess what? You're in a leadership role.

One of the most common mistakes made in leadership development is believing that a great technician will be a great leader, and not affording the development time and focus required to make that outcome more likely.

Manager or leader?

What makes a manager and what makes a leader? The difference is simple. A manager is appointed to a



role because they possess skills that will derive an outcome, most likely performance-based. A leader, on the other hand, possesses not only the IQ and technical skills, but also a level of 'emotional intelligence' (EQ) that engages their team to want to perform at their highest level.

IQ and technical skills are now considered as entry level requirements for leadership roles. EQ has been identified as being twice as important as technical skills and IQ – so why is it that we know so little about it?

Daniel Goleman is widely credited with progressing the concept of EQ in his book *Emotional Intelligence*. He defines it as consisting of five categories: self-

awareness, self-regulation, motivation, empathy and social skills.

By examining just a couple of these areas it is possible to see how these seemingly simple characteristics can affect your ability to lead others.

How you see yourself and how the world sees you

The concept of self-awareness is not well understood in business, despite the ancient Greek saying 'know thyself' being of vital importance for leaders. In this age of heightened public scrutiny, with its demand for greater transparency, it is more important than ever for leaders to understand how they are perceived. What are your strengths and weaknesses?

When did you last question how you are doing in your leadership role? Ultimately those around you are the only ones that can answer that question and help you gain self-awareness.

A 360-degree review, whereby all team members provide anonymous feedback to each other, including managers and leaders, is a great way of establishing whether there is alignment between how you see yourself and how the world sees you. An internet search will reveal multiple resources for getting this process started. By providing a level of confidentiality to those who you ask to provide feedback, you will receive more honest – and therefore useful – responses.

In addition to asking others for feedback, you need to ask yourself some searching questions. The first of these is, why would anyone be inclined to be led by you? What is it about you that makes those around you want to be better?

Is it:

- ▶ The standard you set?
- ▶ The vision you've helped create?
- ▶ The faith you have?
- ▶ Your own work ethic?
- ▶ The balance you promote?

Seek first to understand

Empathy is an incredibly important skill. As Jim Collins notes in his celebrated book *Good to Great*, highly effective leaders have a large dose of humility, and they are there to promote the efforts of the team because they have the EQ to understand that a high performing team will most often be stronger than a high performing manager.

Imagine that a team member that you have charged with an important task comes to see you on the day the task is due to be completed only to advise that due to unforeseen circumstances it has not been completed – and in fact has barely been started. Alternatively, a sales advisor misses budget for the second month in a row and as a consequence you post a loss for the quarter.

Do you:

- a) Slam your fist on the desk demanding answers?
- b) Reach for the disciplinary action paperwork?
- c) Discuss the employee's incompetence with your colleagues?
- d) Seek first to understand?

All going well you have ruled out options a, b and c as your first position, which leaves you with one of the best pieces of advice in communication: seek first to understand. You have two ears and one mouth, and as a leader it's a good rule of thumb for the proportion you should use each, i.e. listening twice as much as talking.

When communicating, use the skill of empathetic listening, also known as active listening. Empathetic listening ensures you understand the position of who you are talking to through summarising key points and asking additional questions to fill in any gaps in the information they have provided.

When you have all the relevant information in the above scenario, an effective leader reflects. Jim Collins talks about the window and the mirror: based on his research, Level 5 leaders (the highest level of leadership) looked out of the window to credit others for success and looked in the mirror to apportion responsibility when things didn't go to plan.

A leader with high levels of EQ will firstly ask what their part has been in an outcome. When things have not gone well they will be the first to stand up and take responsibility (looking in the mirror) and they will look out the window to see how they can help their team achieve greatness.

One way for a leader to assist their team's development is to allow them to trip but not fall, as this is when wisdom is created. To do this you need to have a good understanding of the requirements of their role and task. Think about the mistakes you've made in your career and the lessons you've learnt. If you were never given the opportunity to get something wrong, how would you have learnt to effectively

"Ralph Waldo Emerson is quoted as famously saying 'What you do speaks so loud that I cannot hear what you say.'"

handle the situation on a subsequent occasion? It is natural to want to protect your team from making mistakes, but if the outcome can be controlled and a lesson learnt, you will enable your team to grow into a more robust solutions-orientated group.

Ralph Waldo Emerson is quoted as famously saying 'What you do speaks so loud that I cannot hear what you say.' To put it another way, actions speak louder than words.

Think about how this relates to you in your leadership role – what example do you set? If it's that of a leader who understands the impact of EQ, you will engage your team and increase your likelihood of achieving great and long-term success. If it's that of a manager who simply oversees the processes necessary for the team to achieve short-term outcomes, you may find yourself simply needing to manage.

The great news is, the fundamentals of emotional intelligence can be learnt. **□**



Steve Pettit, BCom BPhEd

After many years of fitness leadership, Steve has become a highly respected figure in the industry. He has worked with some of the world's leading fitness providers, including Les Mills Asia Pacific, Zest Health Clubs and Les Mills International. He is now the CEO of the Australian Institute of Fitness, QLD, and is currently completing his MBA.



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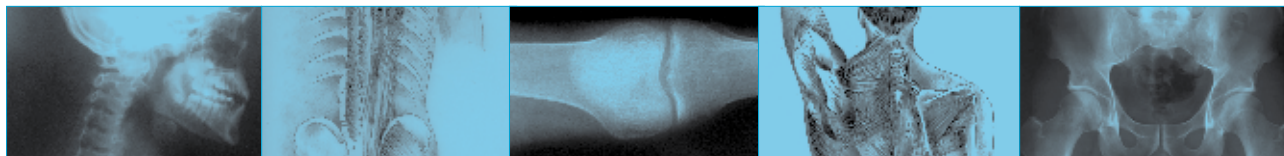


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ABDOMINAL SEPARATION IN PREGNANT AND POST-NATAL CLIENTS



With up to two-thirds of pregnant women experiencing abdominal separation, it is crucial that abdominal exercises in the childbearing years be carefully considered and modified says *Shira Kramer*.

Abdominal separation is one of the most common problems that physiotherapists see in pregnant and post-natal patients. As many as two in three pregnant women have some degree of abdominal separation. As a result, it is essential that abdominal exercises in the childbearing years be carefully considered and modified.

What is DRAM?

Diastasis of rectus abdominis muscle (DRAM) is a separation of the connective tissue (linea alba) joining the two strips of muscles (rectus abdominis) down the middle of the abdomen. It occurs when the abdominal wall muscles and their connective tissue attachments stretch. This is the result of the combination of abdominal weakness, hormonal changes, weight gain and abdominal wall stretch exerted by the growing foetus.

The abdominal wall has four layers of muscle, from superficial to deep: rectus abdominis, external oblique, internal oblique and, the deepest layer, the transverses abdominis.

Often in cases of DRAM, the rectus abdominis muscles are weak and their function is compromised. Because of the interconnectivity of the muscles (via the linea alba), this impacts the deeper muscles of the abdomen and pelvis, resulting in a destabilised support system. Stable tendinous attachments are required for the abdominal muscles to transmit forces in the desired direction, and alterations of a muscle's angle of insertion will affect this function. Changes in rectus abdominis length, width and angle of insertion can occur after childbirth and are associated with a reduced ability to stabilise the lumbopelvic area (Gilleard & Brown, 1996).

As a result, DRAM can have a number of implications

for pre- and post-natal women. It can affect the stability of the trunk and may contribute to pelvic floor dysfunction, back and pelvic pain and hernias. A separation persisting after four weeks post-natally is likely to disrupt the function of the abdominal musculature. This may be a factor in persistent post-natal lumbar, pubic symphysis and sacroiliac joint pain and



even incontinence due to the interaction of the pelvic floor and abdominal musculature as a stabilising unit.

How to test for DRAM

- ▶ Have your client lie on her back with her knees bent and feet on the floor approximately hip-distance apart
- ▶ Place fingers along the linea alba (midline of stomach)
- ▶ As client relaxes her abdominal muscles while lifting head and shoulders gently off the floor, feel for a gap or bulge just above or below the belly button
- ▶ If a diastasis is present you will feel the rectus abdominis tightening on either side of your fingers. If you cannot feel this muscle contracting you may need to place more fingers in the gap between the muscles so you can measure it more accurately. In some cases this gap may be more than 10 fingers-width.
- ▶ You also need to determine the condition of the connective tissue. The deeper the fingers go towards the spine, the weaker the connective tissue.

If the gap is larger than two fingers-width then outer abdominal exercises should be avoided until the deeper core and pelvic stability muscles are strengthened.

Management of DRAM

When it comes to managing DRAM, it is best to encourage clients to seek a thorough assessment by a women's health physiotherapist, and to create a specifically tailored exercise program. Real-time ultrasound is often used to give instant feedback on the quality of deep abdominal and pelvic floor muscle activation. Exercises should focus on improving core stability, strengthening pelvic floor muscles and improving abdominal muscle tone.

In addition to a specific exercise program, abdominal muscle support (compression garments) is essential for the management of DRAM. This combination of compression and a tailored program will achieve optimal results.

It is important that the correct type of compression garment is worn. The garments that achieve best results have

gentle (medical graded) compression which promote supporting pressure to the pelvis, back and abdominal muscles. This stimulates strengthening of the abdominal muscles facilitating muscle recovery.

A garment that is tight and restrictive should not be worn for recovery after childbirth, as it places too much compression on the muscles and does not allow them to work. This ultimately causes further muscle weakness.

Training considerations for clients with DRAM

After ascertaining whether a client is experiencing DRAM, it is also prudent to consider the following:

- ▶ Pre-screening: by conducting a pre-exercise analysis with your pre- and post-natal client, you will be able to identify special considerations for her exercise programming and tailor the exercises appropriately
- ▶ Work in conjunction with a women's health physiotherapist to devise a safe and effective program.

Exercise precautions

Many traditional exercises increase the stress on both abdominals and pelvic floor and can further increase muscle separation. Strengthening and shortening the rectus abdominis muscles may increase the chance of developing a separation in the rectus muscle. It is best to avoid these exercises from early pregnancy until well into the post-natal period. A good way to assess if an exercise is appropriate is to consider whether or not it increases intra-abdominal pressure or involves impact. If not, then the exercise is most likely to be safe for the abdominal and pelvic floor muscles. If your client notices any muscle peaking (muscles visibly protruding from the centreline of the abdomen, with pyramid-like appearance), the exercise needs to be modified.

The following exercises should be avoided when the DRAM (gap) is larger than two fingers-width:

- ▶ Abdominal curls
- ▶ Oblique curls

- ▶ Pilates 100s
- ▶ Double leg lifts
- ▶ Medicine ball rotations
- ▶ Planks
- ▶ Push ups
- ▶ Valsalva manoeuvre
- ▶ High impact exercise such as jumping, running, star jumps and skipping.

While individual assessment is imperative, the above exercises may be commenced once:

1. Soft tissue healing is complete post-childbirth (minimum of 6-12 weeks)
2. DRAM is less than 2cm, and no muscle peaking is experienced
3. Effective pelvic floor and transversus abdominis contractions are evident during the exercise
4. No pelvic or back pain is present.

Safe exercise options

When working with clients with DRAM, the focus should be on strengthening from the inside to the outside. The deep abdominal and pelvic floor muscles are the priority.

The following is an example of a DRAM-safe strengthening workout.

SETTING THE CORE

Sitting upright, gently and slowly engage the pelvic floor and draw in lower (deep) abdominals ([photo 1](#)).



Trainer tip: Keep posture upright and keep upper abdominals relaxed. Breathe comfortably.

SEATED KNEE LIFT

Sitting upright, with core engaged, raise alternate knees (photo 2).

Trainer tip: Keep posture upright and ball steady.

**4 POINT KNEEL-ARM RAISE**

On all fours, with hands positioned beneath the shoulders, and knees directly under hips, set the core and raise one arm up (photo 3).

Trainer tip: Keep elbows soft and lower back still.

4 POINT KNEEL-LEG SLIDE

On all fours, with hands positioned beneath the shoulders and knees directly under hips, set the core and slide one leg back (photo 4).

Trainer tip: Keep elbows soft and lower back still.

CLAM

Lying on one side, set the core and, keeping the heels together, raise the upper knee (photo 5).

Trainer tip: Keep hips still (no rotation) and progress by hovering feet up off the floor. Resistance can be increased with the use of a theraband.

BRIDGE AND LAT PULLOVER

From a seated position on the Swiss ball, walk the feet forwards to a bridge position (head and shoulders supported on the ball). With trainer holding the band from behind, or with band tied to a post from behind, the client drops her hips and then pulls the band as she lifts her hips up.

Trainer tip: Ensure hips are level and weight is supported through the heels.

In addition to the training you deliver your pre- and post-natal client, it is also a good idea to encourage her to protect against further muscle stretching by activating her pelvic floor muscles while performing everyday activities like lifting her baby or lifting a pram in and out of the car. **n**



For an in-depth exploration of this topic, join Shira for her FILEX 2014 session:

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For more information on Shira's session check out www.filex.com.au where you can also register for the convention or the all-inclusive Business Gold Pass package that includes access to the essential Business Summit and Business Breakfast events.

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**Shira Kramer, BPhy**

Shira is one of Australia's leading women's health and fitness professionals. An experienced physiotherapist, fitness leader, presenter and business leader, she is the founder of BeActive, a successful enterprise that has consulted to over 4,000 women at various stages of their pre- and post-natal journeys. A renowned global speaker and mentor for women's health and wellness, Shira's passion is to keep women active during all ages and stages in life. For more information visit www.beactivephysio.com

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HEALTHY WORKPLACE PRODUCTIVE WORKFORCE

The workplace is where most people spend most of their waking hours. That's why it's so important to collaborate with employers to encourage activity during the workday, says *Lauretta Stace*.

New Year's resolutions, and the attendant focus on living a healthier lifestyle after the excesses of the Christmas season, will have resulted in the past couple of months being the most active – or well-intentioned – that many Australians will experience this year.

During this period we are inundated with a plethora of advertisements for the latest magic pills, diets and shortcuts to reduce our population's growing waistlines. Fortunately, we also see many people taking the more sensible decision to join a gym or engage the services of an exercise professional.

But with more than nine million Australians either sedentary or participating in low levels of exercise, it would seem we're only scratching surface.

This is a major concern when you consider that physical inactivity is the fourth leading cause of death worldwide¹ and the economic cost in Australia is estimated to be \$13.8 billion² – the majority of this attributed to lost productivity in the workplace.

Of particular concern is the fact that although physical activity (including walking) is the second most important factor in disease prevention in Australia after quitting smoking³, and is easier than quitting smoking, the number of Australians who are physically inactive is far greater than the number of smokers – and the gap is widening!

Fitness Australia's strategy for targeting physical inactivity is a three-staged approach involving collaborations to build evidence, facilitate and promote

the benefits of physical activity. This includes working with:

- ▶ health organisations to build evidence and promote the link between physical activity and overall health
- ▶ governments to offer solutions through policy and targeted funding; and
- ▶ employers to support a healthy workplace through encouraging physical activity by their employees.

As an industry we can't ignore the fact that many Australians find it difficult to fit anything else into their day. Outside of home, the workplace is where most people spend most time. That's why working with employers to encourage activity during working hours is so important.

As I have said on previous occasions, good health is fundamental to Australia's social and economic wellbeing – and the fitness industry plays a critical role in helping people achieve good health.

Healthy workplaces can help make businesses more productive and employees more engaged. Studies show that by implementing healthier workplace policies, employers benefit from improved performance and productivity, a reduction in absenteeism and sick leave, and improved morale, satisfaction and motivation.

As an industry we are able to offer employers assistance in introducing a variety of cost-effective initiatives to suit their workplaces. These initiatives include team challenges, group training sessions, individual adult pre-screening tests and discounted fitness facility memberships.

Fitness Australia is of the view that governments can also do their bit through implementing policy that promotes physical activity in the workplace by expanding the current tax benefits that apply to services provided *within* the workplace (which are almost exclusively provided by the big end of town) to include fitness and exercise services delivered by *any* registered gym or exercise professional. **■**

If you are interested in discussing Fitness Australia's advocacy, and in working to create healthy workplaces, call 1300 211 311.



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1. World Health Organisation http://www.who.int/topics/physical_activity/
2. Medibank Private Limited, *The cost of physical inactivity*. October 2008
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Lauretta Stace

Lauretta is a leading advocate for the health and fitness industry in Australia. Since becoming the CEO of Fitness Australia in 2006 she has embarked upon a systematic and strategic journey to raise the profile of the fitness industry, help integrate it within the health sector and ensure that it is recognised for its important role in helping millions of people improve their health and wellbeing.



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BIGGER IS BETTER: HERE'S WHY...

Thinking small is a sure-fire way to limit your success. When you think big, you can change your life – and the world – writes *Michael Port*.

Hands down, bigger is better. Not in the gas guzzling SUV sort of way, but when it comes to the thoughts and ideas that are travelling through your mind, yes, bigger is better.

Bring big thoughts front and centre. It's your mind that will change your life – and the world. When you think big, you're large and in charge. In fact, did you realise that big thoughts:

1. Are an act of abundance

To think big is an act of originality and creation – an act of abundance. When you think small, you resist your nature and create false scarcity. Big thoughts confirm the truth. You are more than enough. You will accomplish all you set out to. The world is yours for the taking – so go grab it!

2. Embrace a judge-less world

Big thoughts oppose the judging world. We're not here to judge or be judged. Imagine if you never accepted the limited views of others? That's right! Your individuality reigns supreme. Big thinkers embrace their own uniqueness and innate talents and refute limitations placed by others.

3. Collaborate and foster equality

Big thinking starts with: a) helping, and; b) allowing yourself to be helped. People who play small think they have to do it all themselves. The truth is, when you help another you break down false separations – the 'us' versus 'them' syndrome. We are all interconnected. True collaboration gives and accepts. It's a beautiful explosion of equality, respect, love and creativity. Open yourself up to receiving as often as you give.



4. Expand and accept

Bigger invites challenges. It expands your personal capacity and confidence. On the flip side, small thoughts crave pre-ordained outcomes. Of course, thinking big can be scary and when we fear the unknown, we crave control. But we need to accept control for what it is – a farce. Be daring, and see where your big thoughts take you.

5. Bring the joy of promises

The act of making promises is liberating. It gives you all the permission you need to do big things and make creative adjustments along the way. Take some breathing room while you are fulfilling your individual commitments. Let go of rigid outcomes. If you think it has to be perfect, you may never attempt to realise your big burning desires.

6. Foster authenticity

Thinking big aligns the public and the private you. Your heart is free to speak the truth and authentic actions follow. Full self-expression is the height of 'big bliss' and the start of accomplishing all you desire.

7. Encourage congruency and integrity

Big thinking and living with integrity go hand in hand. To live without integrity is to purposefully diminish your chances of success. In today's world, telling the truth might just be a revolutionary act. It doesn't get much bigger than that.

8. Bring grace and fluidity

Thinking big is adaptive. It is not transactional. It allows us to connect to others, but not be attached. It allows our networks, friends, colleagues and even


lovers to be fluid. In the flow of big thoughts we will truly flourish and draw the people to us that we are meant to – people aligned with our values and actions.

9. Combine love and accomplishment

The act of making yourself stronger, combined with the process of love, is the essence of thinking big. To love the process of what you do and who you are brings a lightness into your life – and the world. Love and strength are directly responsible for many of the biggest accomplishments in the world.

10. Fuel passion

It takes energy to get up and do big things. Thinking big is not only contagious, it spreads like wildfire. It allows passion to course through your veins so you can live according to your hopes and dreams. It is universally the biggest and best thing you can do for yourself and others.

How big are you willing to think about yourself and how you can positively impact the world? 



Michael Port

Called 'an uncommonly honest author' by the *Boston Globe* and a 'marketing guru' by *The Wall Street Journal*, Michael is a *New York Times* bestselling author of five books, including two editions of *Book Yourself Solid*, *The Contrarian Effect* and *The Think Big Manifesto*. He is also the Global Business Mentor for

Reebok, can be seen regularly on MSNBC and receives the highest overall speaker ratings at conferences around the world.



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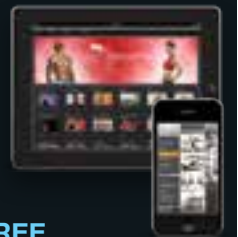


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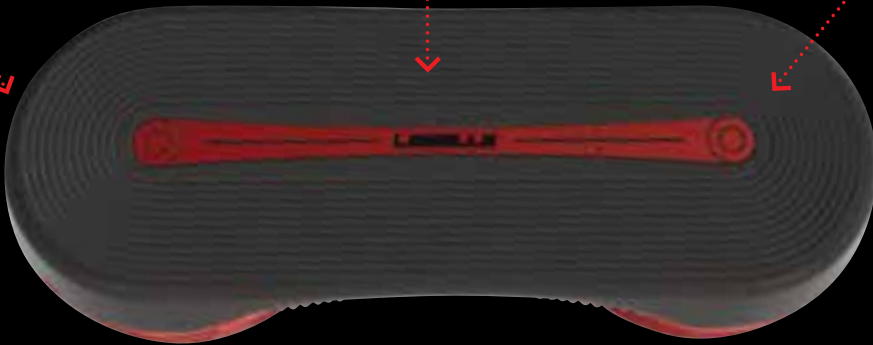
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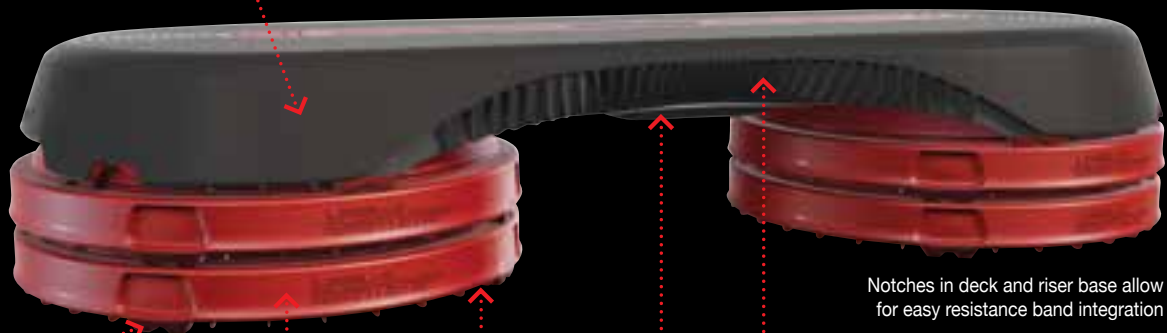
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DEAL WITH THE FEELINGS

...and break the bad habits

If an overweight client doesn't deal with the feelings associated with their weight gain, there's a good chance they will stay that way says *Stephanie Weichert*.

An old donkey fell down a well and found itself unable to climb out. The donkey cried piteously for hours. Realising he wouldn't be able to lift it out, the farmer, with the help of his neighbours, decided to cover up the poor creature. However, instead of letting itself become buried by the dirt, the donkey shook off each shovel-full and used the fresh mound as a stepping stool. As the farmer and his neighbours continued to shovel dirt into the well, the donkey continued to shake it off and step up until it was able to step out of the well.

This is the perfect model for how we should react when we feel as though we are being buried in problems. Naturally resilient people tend to think this way. However, when a client has been overweight for a long period of time, they can lose confidence in their ability to lose fat and gain a strong, healthy physique. They may not only feel stuck with scales that won't budge, but also buried in problems that keep them feeling unlovable and like they are 'not enough'.

An investment in hope

As a trainer, what happens when you deliver your client the workout of their life week after week, and supply them with information about healthy eating, and there is little to no change? It's hard to remember, but you just may be the only person in your client's life supporting them in their struggle to transform their body. The reason they



got and stayed stuck had nothing to do with food. Yes, the food made them fat, but fat is only a physical manifestation of a deeper issue.

The reason your client continues to return isn't because you make them do cardio or strength training – it's because they see you as an investment in hope. The encouragement and motivation you provide causes them to feel hope for a different future – a future with less emotional and physical pain.

Digging deeper

After they've lifted the weights, broken sweat and have been advised to 'shop the perimeter' of the supermarket (i.e. the fresh produce), what else can you do to help clients? I suggest you do

something with far greater potential for effecting long term change: uncover their reasons for being stuck and learn their motivations for moving forward.

Recently I delivered a life-coaching workshop. One attendee who was in his early fifties shared with the group that his biggest goal was to lose weight. My aim was to uncover which feelings he'd been experiencing that had been holding him back from success or happiness.

'What feelings do you feel on a daily or weekly basis that you don't want to feel, but you experience anyway?' I asked him. This strategy for the first question was based on 'Away From Values', taken from Robbins-Madan's Coach Training. The list of answers to this question

typically includes words like 'angry', 'depressed', 'hopeless', 'resentment' and 'self-pity'. Although I usually solicit about five words from a volunteer, one phrase that he mentioned particularly stood out: 'I feel like a failure.' These words seemed strange considering he was a highly successful man who had earned his masters degree and had nearly 20 years' experience. From the outside, he was anything but a failure.

Next, I sought to uncover what in his life brought out these feelings. I asked him to outline the events of his day starting from the time he woke up until the time he went to sleep. He began to detail the events of an average day and by doing so, he realised that by midday he had experienced all of the negative feelings on his list, including feeling like a failure.

The problem wasn't that he was a failure; the problem was in how he chose to view the events of the day. By mid-morning, after checking emails, staff members would begin arriving at his door to ask for help with assorted problems. Instead of embracing their problems as something he could help them solve themselves, he viewed their problems as his own – and ones that he could not solve by himself in a short timeframe. This made him feel anxious about receiving them in the first place.

My volunteer considered the problems an intrusion, an interruption to his day. However, dealing with these issues was actually part of his job. Because of the anxiety he experienced dealing with these 'interruptions', he would go to McDonalds to eat a cheeseburger, a large fries and, on particularly bad days, drink a milkshake. He felt like he could bring certainty to his life by selecting something that would make him feel good as he ate it.

I did a follow-up workshop for the same group one month later. The volunteer

had already lost four kilos. What had changed? He had recognised that the interruptions were an opportunity to help mentor his staff members. He realised that he did not have to solve each of their issues – he simply needed to coach them to answer their own problems.

When he began to take on less ownership of his staff members' issues, he felt less anxiety and less need for 'comfort eating'. Consequently, he made wiser choices for lunch, making his weight loss relatively easy. He didn't have to spend three hours at the gym or starve himself, he simply made different choices based on recognising the feelings that had caused the unhealthy patterns.

The exercise I took him through is mostly about mindfulness. We know that our habit patterns can cause undesirable results. The problem is, the habit pattern is based on feelings. If a client doesn't deal with the feelings associated with their weight gain and the reasons for staying overweight, there is a good chance they will stay that way.

Connect with your client

Your client's goal of weight loss, while meaningful, is not the end goal. The end goal is to feel more vibrant, like the way they look and have more energy. When you connect with how they are feeling and you understand what is driving them toward their goal, you can make more significant headway.

You don't have to pretend to be a psychologist to use this strategy – it's

simple coaching. After asking them to list a few feelings they would rather not experience each day, and after they have explained how they wind up experiencing them anyway, you can ask your client to come up with strategies to change the way they look at a situation or actually change their actions each day in order to feel happier. This is like shoveling information (instead of dirt) and watching them continue to step up until they are no longer bound by the walls of the proverbial well.

I didn't tell my volunteer how to change – I simply reflected the information back to him and asked him to create his own strategies for climbing out of the emotional rut. Sounds simple, and it is. Simple but powerful. When your clients are able to break the habit patterns causing them to stay unhealthy, they can begin making positive choices that support their goal of feeling good again and losing weight.

Your client may not initially have the resilience of the donkey in the story, but it doesn't mean they can't learn how to think that way. Just like proper form comes with training, for those who don't naturally have it, resilient thinking comes with training too. Remembering that you might be the only hope your client has in moving them towards better health, I suggest you don't end your training session on the mat stretching. Instead, how about ending your sessions by training them in the skills they can use to help change their behaviours on all the days that they don't train with you in the gym? **■**



Stephanie Weichert

Stephanie is a certified life and executive coach, strategic interventionist, published author, speaker, and strategic director for START Fitness®, the longest-running Boot Camp fitness program in the USA. She is also certified as a personal trainer through the National Academy of Sports Medicine (NASM) and has a BA from San Francisco State University. For more information visit www.stephanieweichert.com

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TURBO TABATA

Borrowing the 4-minute protocol from Professor Izumi Tabata's study, Turbo Tabata creates a very intense, yet easy-to-teach class or session format, as *Greg Sellar* explains.

Whether or not it is Tabata in its truest form, Turbo Tabata creates a very intense, yet easy-to-teach class or session format. The content and delivery style ensure that it can be taught one-on-one, as a small group PT session, or in the studio. It can be modified for all fitness levels, requires no music experience and allows people to do the movement within the timeframes to the best of their ability. It's a complete win-win scenario and is bang on-trend.

Background to Tabata

An early version of HIIT was based on a 1996 study by Professor Izumi Tabata et al, initially involving Olympic speed-skaters, using 20 seconds of ultra-intense exercise (at an intensity of about 170 per cent of $VO_2\text{max}$) followed by 10 seconds of rest, repeated continuously for four minutes (eight cycles).



Watch Greg demonstrate Turbo Tabata complexes in the online version of this article at www.fitnessnetwork.com.au/resources-library/turbo-tabata or via the *Network* magazine iPad app available at www.fitnessnetwork.com.au/mag-app



The exercise was performed on a mechanically braked cycle ergometer. Tabata called this the IE1 protocol. In the original study, athletes using this method trained four times per week, plus another day of steady-state training, and obtained gains similar to a group of athletes who did steady state (70 per cent VO₂max) training five times per week. The steady state group had a higher VO₂max at the end (from 52 to 57 ml/kg/min), but the Tabata group had started lower and gained more overall (from 48 to 55 ml/kg/min). Additionally, only the Tabata group gained anaerobic capacity benefits.

Using the Tabata protocol for fitness

We need to be clear that Turbo Tabata only borrows the

name and the 4-minute protocol from Professor Tabata's IE1 protocol. Let's not kid ourselves: for as high intensity as we might be able to make our 4-minute intervals, there's no way we can work at 170 per cent of VO₂ max in small group training or group exercise classes. It needs to be hard – but it'll never be *that* hard. Also, if we can keep doing it for an hour, it's not truly Tabata. So, as with most things in fitness, we're changing the rules and making them suit our circumstances, but we need to be clear that what we're doing is more 'modified Tabata' than anything else.

To get a taste of a Turbo Tabata workout, here are three sample complexes taken from a total of 10 used in each session.

COMPLEX 1: The beginning of the end (mobilisation)

Time	Exercise	Reps	Notes
30 secs	Sit back (4) + hand walk fwd (4) + spinal extension (4) + hand walk bwd (4)	4	Start low on all fours walking fwd with knees staying off the ground
30 secs	Prone spinal rotations	4	Shoulders remain on the floor
30 secs	Half push up + shoulder retractions x 2 (4) + lower down (4)	2	Push from the ground up and keep the arms straight on the retractions
30 secs	Hip rotations x 4 + glute activation x 4	1R/1L	Make the circles as large as possible, opening up the hip joint, and isolate the glute to fire before the first Tabata
	Repeat sequence x 3		

After a couple more complexes it's time to focus on the trusty dumbbells:

COMPLEX 4: Smart dumbbells (3D planes of motion)

Tabata	Exercise	Equipment	Notes
1	Sagittal running man R	Dumbbells	Split stance R leg fwd; run the arms front-to-back
2	Sagittal fwd/bwd hops R	Dumbbells	Take one dumbbell overhead; small hops fwd/bwd R leg; move the dumbbell bwd/fwd opposite to the legs
3	Frontal driver R	Dumbbells	Step laterally to the R and return; take the dumbbell in the R hand cross-body and open it up from low to high as you step wide
4	Transverse cross-body driver	Dumbbells	Hold one dumbbell by the ends at chest height; twist the feet and push the dumbbell in the opposite direction
5	Repeat sequence 1-4 other side (L)		

By the time we reach the penultimate complex, it's all about you:

COMPLEX 9: Me, myself & I (bodyweight)

Tabata	Exercise	Equipment	Notes
1	Jump thrus	N/A	From a low quad position, thread one leg out to 90° through the gap created; jump through to the other side
2	Donkey kicks	N/A	From a low quad position, kick the legs up as close as possible to the vertical position and return
3	Repeat sequence 3-8		

If you're feeling exhausted just looking at these three complexes, wait until you watch Greg performing the full session's worth of Turbo Tabata complexes in the online version of this article at www.fitnessnetwork.com.au/resources-library/turbo-tabata [▶](#)



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Greg Sellar

Greg is a Nike Master Trainer and recipient of the International Presenter of the Year Award from the International Fitness

Showcase. He has instructor training and presenting experience in over 40 countries and is a member of the Global BOSU Development Team. He also works as a program developer for Total Gym and fitness fx and Master Trainer for brands including ShockWave, Fitness Industry Education and Physical Company.

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FUNCTIONAL MUSCLE CONDITIONING

By utilising bodyweight exercises and elements of momentum and rotation, you can incorporate functional muscle conditioning into any group fitness workout, says *Marietta Mehanni*.

‘**F**unctional’ and ‘functionality’ have become popular buzzwords in the fitness industry over the past 10 years. While isolation exercises are still prevalent, compound and multi-planer movements have demonstrated effectiveness with enhancing everyday movements that would otherwise cause injury to an ill-prepared body.

Our increasingly sedentary lifestyles mean that our genetically engineered highly mobile bodies are immobile for several hours a day and thus we develop not only postural weaknesses, but also strength deficiencies for activities like gardening, household duties, and recreational pursuits such as bush walking, playing sport and family activities.

Traditional muscle conditioning workouts provide a unique opportunity to not only deliver exercises that challenge the body by using a variety of stimuli, but also to educate participants on quality movement that requires nothing more than their own body weight to perform.

Bodyweight exercises

We often marvel at the amazing ability of circus performers, gymnasts and other athletes to shift and hold their own body weight. In fact, being able to lift their own body weight is often used as a measure of strength.

Bodyweight exercises are ideal for several reasons:

1. THEY REQUIRE NO EQUIPMENT

As such, these exercises can be performed anywhere and at any time as lack of equipment can never be used as an excuse!

2. THEY PROMOTE MULTI-JOINTED, COMPOUND EXERCISES

Often bodyweight exercises require more than one joint action to be performed, meaning that more muscle groups are incorporated. Let’s compare the humble push up with the bench press. When performing the push up, either on the knees or toes, the wrist, elbow and shoulder joints are all involved. This means the muscles of the upper torso are incorporated in the exercise. The abdominals and erectus spinae are also integrated to stabilise the torso, and then, finally, the muscles of the lower body maintain an isometric contraction to keep a strong lever for the arms to lift up and down (especially when the push up is performed on the toes).

In contrast, with the bench press, the body is well supported by the bench and the weight is lifted up and down using the shoulder, elbow and, to a lesser extent, the wrist joint. The muscles of the torso play a smaller role with assisting the exertion phase with forced expiration. Depending on how heavy the weight is, the lower limbs may or may not assist with an isometric contraction to assist with the lift. It is clear, therefore, that there is much more involved with the classic push up than with the bench press.

3. MANIPULATION OF LEVER LENGTH

By manipulating the lever lengths of the upper and lower body, range of motion can be adjusted to either increase or decrease intensity, i.e. a longer lever will have a greater range of motion and thus increase



Watch Marietta demonstrate some functional muscle conditioning moves in the online version of this article at www.fitnessnetwork.com.au/resources-library/functional-muscle-conditioning or via the *Network* magazine iPad app available at www.fitnessnetwork.com.au/mag-app





intensity considerably. Another factor to consider with lever lengths is that taller participants will work harder than shorter participants when performing the same exercise. For this reason, providing options is necessary to cater for different limb and torso lengths.

4. CHALLENGE TO BALANCE THROUGH POINTS OF CONTACT

Points of contact refers to how many bodily parts are in contact with the floor. The more points of contact, the more stable the body is during the exercise, the fewer points of contact, the greater the challenge to balance. An example of this concept is a straight leg deadlift. As there are no additional weights being used, intensity can be increased by incorporating balance. Traditionally a deadlift is performed with both feet on the floor, but it can also be executed with one leg. The opposite leg is lifted up behind the body as the torso lowers to the floor. It is interesting to note that this is actually how a lot of people pick things up from the ground, by lifting one leg behind to counterbalance the torso weight being lowered forward. Whereas a standard deadlift works the erector spinae, hamstrings and glutes, balancing on one leg incorporates the muscles of the feet, calves and stabilisers of the ankle, knee and hip. It is very functional, and a great balance exercise.

Another example of a classic hip extension exercise is the all fours donkey kick (photos 1 & 2). To intensify this exercise, incorporate the muscles in the quadriceps and increase recruitment of the torso stabilisers, by lifting the knee off the floor to move into a 'plank orientated' position. It is important

to ensure that the pelvic floor and transverse abdominal muscles are contracted as the leg is extended back, and then relaxed as the knee returns back to the chest.

5. REMOVES MENTAL BARRIER OF 'WEIGHT LIFTING'

The idea of using weighted resistance, i.e. lifting weights, can be a barrier for some participants and prevent them from lifting a weight challenging enough to create muscle stimulus. Many women, for example, have the perception that weight training will make them 'big'. This reluctance is not apparent, however, when they are required to lift their own body weight. In fact, the reverse is often the case, with many women seeing it as a positive accomplishment to be able to perform the required repetitions.

Momentum

Momentum is an interesting concept in fitness as it has always been something that we have discouraged participants from doing – and with good reason. Momentum with weights or body weighted exercises can be potentially dangerous when working with untrained bodies and those unfamiliar with this type of movement pattern. Here is the conundrum; momentum is part of everyday life. In fact, it is a natural way of achieving more with less energy, such as when lifting a heavy bag out of the boot of a car, placing a backpack over the shoulders, or even performing household chores like cleaning a window or mopping a floor. All of these require some momentum to complete the action with ease. This makes for an argument to consider using momentum

safely, so that exercises are performed with more function in mind. Being able to control momentum is an important skill to master to avoid future injuries. Hence, introducing controlled momentum in a functional muscle conditioning workout would make sense.

Rotation

Traditionally, muscle conditioning exercises moved only in the frontal or sagittal planes. Rotational movements, or moving in the transverse plane, was relegated to oblique-specific exercises. When we look at most of the muscle fibre arrangements in the body, we can observe that a considerable number of muscles fibres are arranged diagonally and hence create rotational movement.

For example, gluteus maximus not only extends the hips, but also externally rotates the hip. Latissimus dorsi adducts, extends and medially rotates the shoulder. External obliques unilaterally rotate the torso, and thus it is interesting to note that most of the large muscle fibres of the torso perform rotation. This becomes clear when we look at the body in motion, as in walking. We can see that the body not only moves sagittally, but the torso also rotates to assist with swinging alternate arms and legs forward and back to create the motion.

Therefore, it is not surprising that when we observe everyday activities, rotation plays a huge role in transferring power from the limbs to the opposite side of the body. When considering what is appropriate for a functional muscle conditioning class, therefore, rotation presents itself as a necessary



component, and one which can be applied to most exercises.

Lunges forwards or to the side, for example, can include a rotating upper body action (photos 3 & 4). Even the plank can include rotation when each hip is lowered to the floor in turn. Always ensure that you provide your clients or participants with options when it comes to rotation, and consider limitations due to injury. The session you deliver, of course, is not a rehabilitation program, so the responsibility lies with the participant and their ability to choose their own exercise intensity.

Functional muscle conditioning can be incorporated into any group fitness workout and be effective in developing the overall fatigue necessary to 'satisfy customer demand'! It can also freshen up your existing exercise repertoire by bringing new functionality to classic exercises. [n](#)



Marietta Mehanni

Marietta is an award winning presenter and Australian Fitness Network Ambassador with over 20 years of teaching and presenting experience in both land- and water-based group exercise. Co-creator of 'Tricks, tools and trades of Program Coordinating' and mentor for over 70 instructors and presenters, Marietta is passionate about inspiring others to lead and share their skills and talents to create a better fitness experience for all. For more information visit www.mariettamehanni.com



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FRESH AND SIMPLE

Making old moves new

As the new year gets into full swing, it's time to dust off those old moves and reinvigorate your aqua classes, writes *Claire Sawatzky*.



Have you ever felt mid-class that you've been doing the same moves in the same ways, saying the same cues and even telling the same old jokes?

This happened to me recently, and it was just the push I needed to work on some new material for my classes. However, I struggled to get any new ideas to flow, so instead of waiting for a burst of creativity, I tried a more systematic approach to tease out some different concepts.

I questioned, 'How can we use an old move to create something a little bit different, or even discover a fresh and exciting *new* move?'

Let's consider the following elements of aqua exercise and how they might be adapted to freshen up routines:

Hand shape

How can the hand shape be changed? The way in which the hands are used in aqua exercise can have a huge impact on the intensity of a move and affect how successful participants feel executing the move. They also offer a simple way to add variety to a base aqua move. Variations on hand shape include a fist, flat palm, scooping hands and slicing action.

Lever length

How can the lever lengths be changed? When we consciously keep our arms and legs straight in the water, a greater degree of muscle activation is required to move them, as a higher amount of the body's surface area is being pulled against the resistance of the water. This makes the moves more powerful and uses more energy to complete.

If you want to make the move much smaller and quicker, you instruct participants to bend more at the joints, in particular the knees and elbows. This reduces the drag of the limb through the water, making for a faster move.

Movement direction

Would a different movement direction be effective? Changing the direction of the movement – forward and back, side-to-side, on a diagonal or in a circle – can be a great way to stimulate recruitment of different muscles in participants. Learning a new movement pattern also requires greater concentration, which enhances brain function.

Pool position

Could a different pool position be used? Changing the position of participants in the pool is a really simple way to make a



Watch Claire demonstrate some fresh and simple aqua adaptations in the online version of this article at www.fitnessnetwork.com.au/resources-library/fresh-and-simple or via the *Network* magazine iPad app available at www.fitnessnetwork.com.au/mag-app



basic move more interesting. It is also an effective way of increasing the intensity of a move.

When participants move in one direction, for example rocking horse to the shallow end, a flow of water is created in one direction. Instructing participants to quickly turn around and run through this flow of water will increase their energy output as they move into the resistance created by the heavy flow of water against them.

Instructing participants to stand still after creating a strong flow of water, and to complete an arm exercise with stable legs and torso, will activate the core as it works to hold the body still.

The same drag in the water can be completed back and forth at the wall, as we would do when performing a 'Murray River' (a strong rapid kick off backwards from the pool edge, followed by immediately running through the turbulence and flow of the water back to the wall.)

Sometimes something as simple as teaching from a different spot poolside, or getting participants to perform the same move in a different place, can keep participants better engaged.

Buoyancy

Our biggest point of difference in aqua fitness, compared to land-based exercise, is buoyancy. Participants love the floating feeling. So, how can you use the buoyant properties of water to increase challenge?

One way is by incorporating equipment into the workout. The greater the surface area of the equipment, and the lower it is taken into the water, the greater the resistance exerted on participants' muscles. For example, a donkey kick can be enhanced with a kickboard. For a less intense progression, have the kickboard

near the surface and slice it through the water; for a significantly stronger move, take the kickboard deeper into the water and push and pull with the two faces of the board. Be careful, however, not to add equipment to a workout just for the sake of it: always consider whether it truly enhances a move before introducing it.

We can also use buoyancy to attempt a move in suspension without equipment. Keep in mind that for leaner body types it can be more challenging to remain buoyant as they have less fat tissue.

Weighted

Could the move become weighted? By keeping one or both legs still on the pool floor and completing an exercise with a stable torso, the core must work much harder, changing the focus of the exercise.

This also provides a good opportunity to teach your participants how to properly engage their pelvic floors and muscles of the core. You may be surprised by how many participants have never been taught how to do this effectively.

So, now we've covered the theoretical application, let's apply these elements to breathe some new life into some classic aqua moves.

The rocking horse

Base move – I usually complete the rocking horse with long legs and long arms scooping through the water (photo 1).

Hand shape – Changing the hands away from a scooping aqua hand would make a rocking horse too challenging to complete, as we rely on the power in the arms to propel the body forward and back.

Lever lengths – Bending sharply at knees and elbows creates a faster move (photo 2).

Movement direction – Complete one repetition to front left corner then front right corner, repeat continuously throughout one block of music.

Pool position – Travelling to the shallow end and then running back to the start position requires a large expenditure of energy.

Buoyancy – Adding dumbbells to the hands will slow down the movement, but because the muscles will need to work harder it makes it much more challenging. Adding just one dumbbell and passing it between hands will add an extra stability and cognitive component.

Weighted – The strong rocking horse arms are an ideal move to use for a stability exercise.

The front flick kick

Base move – Flick the toes to the front, reaching towards the toe with the opposite hand (photo 3).

Hand shape – A double arm flat palm push (photo 4) increases the resistance against the hands, and therefore the effort required to perform the move.

Lever lengths – Bending at the elbows to perform a bicep curl/ tricep extension adds some variety to the arm pattern.

Movement direction – One front kick, one side kick (photo 5) is a simple way to freshen up flick kicks.

Pool position – Completing flick kicks at the wall with toes lightly touching is a great way to add variety and also change the focus of the move. If you coach a light toe tap and a still upper body and hips, you will find participants need to draw in and activate their deeper core to perform the move correctly.

Buoyancy – As this is a naturally light and buoyant exercise, encourage a strong return of your participants'



feet to the floor of the pool. This will allow them to perform the move more powerfully and use more energy.

Weighted – Although the basic reach in the base move of this exercise is quite light, the double arm flat palm push makes for an effective weighted move, the challenge of which can be further increased by performing it standing on one leg.

Your turn

Brainstorm some ideas for adapting aqua moves that you always perform in the same way, and then try out the reinvigorated versions for yourself in the water. Be sure to ask your class participants how they find the changes to the moves.

Always keep your participants in mind when adding new ideas to your class. Some classes will enjoy and appreciate a change in arms, legs and direction all at once, for others you will need to carefully introduce new exercises one layer at a time, giving them time to learn and master each development before embarking on the next stage. [1](#)



Claire Sawatzky

Claire is an energetic and innovative group exercise and aqua instructor. Her background in sports science and her

passion for sharing her knowledge have led to her fitness presenting on TV, in educational DVDs and at national conferences.

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HOW TO CHOOSE THE RIGHT TRAINING SHOE

The perfect training shoe for one client may be completely wrong for another. Corrective exercise specialist *Justin Price* explains a simple assessment to help clients make the right footwear choices.

With literally hundreds of different types of training shoes to choose from, all varying in amount of support, heel height, width, flexibility, shape of sole, type of material and a whole lot more, shopping for new footwear can be a very confusing and time-consuming process.

Then there are all the conflicting opinions surrounding the purchase of footwear. Some people insist you need orthotics and supportive shoes to help prevent overpronation (i.e. when the arch of the foot collapses), while others tout the benefits of minimalist and barefoot-type shoes to strengthen the foot so it doesn't collapse.

Even as a fitness professional, with a greater understanding of physiology than the general population, all this information can be overwhelming and make you feel like you are ill-equipped to make good shoe-buying decisions. When you do bite the bullet and pick a pair, you never feel 100 per cent confident that you've made the right choice, and wonder whether your shoes may be to blame for your aches and pains.

No more guessing

Fortunately, you don't need to feel so powerless when it comes to buying the right shoes. Understanding how your feet and ankles work, in conjunction with the rest of your body, can help you narrow down your shoe choices and make good decisions about footwear based on your own body characteristics.

The level of mobility in your feet and ankles is one of the biggest considerations when it comes to choosing the right footwear. The simple act of wearing shoes, especially if they are too tight, have heels or are badly designed, can restrict movement



and lead to immobility of both the foot and ankle complex (Price, 2010). This immobility can be further compounded by prolonged periods of sitting (e.g. when driving, at a computer, watching television or playing video games) because your feet and ankles are inactive most of the day. So how exactly does immobility in the feet and ankles affect your footwear choices?

Everything is connected

When you are walking and/or running, you need to transfer your weight from your right leg to your left leg and vice versa. To do this correctly, your foot should 'roll in' from right to left (and left to right) as it makes contact with the ground (Kendall et al., 2005). As your foot rolls in (i.e. pronates), your ankle should also roll in because it needs to follow the foot. This rolling in motion of the ankle causes your lower and upper leg to roll inward as well. As you may be aware, the end of the thighbone in the upper leg forms your hip socket (where your leg attaches to your pelvis) (Gray, 1995). As such, mobility in



Watch Justin demonstrate how to perform the simple mobility assessment in the online version of this article at www.fitnessnetwork.com.au/resource-library/choose-training-shoe or via the *Network* magazine iPad app available at www.fitnessnetwork.com.au/mag-app



the foot and ankle helps promote mobility in your hips. This, in turn, ensures your pelvis is positioned correctly to provide a good base of support for your spine.

This chain reaction from the foot upward helps facilitate correct body mechanics all the way through the torso and into the shoulder girdle, head and neck (Myers, 2001). Hence, if you lack mobility in the foot and ankle and decide to buy minimalist shoes that encourage movement (or any shoe with a flexible sole and no support) the stress generated by the increased movement will not be dissipated by your feet and ankles, but will instead be transferred up to the structures in the rest of your body. This can lead to pain in your knees, hips, lower back, shoulders and neck.

Therefore, knowing how to assess the mobility of your feet and ankles before you buy a pair of shoes is of the utmost importance. If your assessment reveals you have good range of motion in your feet and ankles, you can encourage these structures to get stronger by choosing and gradually adapting to minimalist and/or barefoot shoes. If you determine that you lack foot and ankle mobility, it might be better to choose more supportive shoes (and/or orthotics) in the short term, while you do corrective exercises to help loosen up those areas so you can eventually progress to less supportive shoe types in the future.

MOBILITY ASSESSMENT FOR THE FEET AND ANKLES: TOE OUT TORSO ROTATIONS

To help you evaluate the current mobility of your feet and ankles before shopping for your next pair of shoes, try out the following easy self-assessment. This assessment, which you can help clients to perform, evaluates the ability of the foot and ankle to roll inward toward the midline of the body.

- ▶ Stand with feet slightly wider than hip-width apart and feet turned out to about 45°.
- ▶ Stand upright with both arms lifted away from the sides of the body.
- ▶ Swing both arms to the right side as you rotate your body to the right. It is fine if the left knee bends slightly as you turn, but do not slide your foot.
- ▶ Focus on the sensation you feel in your left foot and ankle as you rotate to the right. Ideally, your left foot and ankle should roll in easily to the right (i.e. collapse toward the midline of your body) as the arms and torso rotate.
- ▶ Swing both arms to the left side as you rotate your body to the left (allow the right knee to bend slightly and focus on the sensation).
- ▶ Finally, rotate back and forth from left to right until you get a feeling for how your feet and ankles move toward the midline of your body as you rotate.

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- ▶ Evaluate whether there is any difference in the movement ability between the two feet/ankles and make a mental note of what you feel.
- ▶ When assessing a client, if there is no obvious visual difference in the mobility you observe between the two sides, ask them for their sensory feedback to assist with an accurate assessment.



Additional considerations:

1. This assessment is best performed in bare feet on a non-slip surface such as a rubber mat.
2. If your ankle makes a 'popping' noise while you perform this assessment, that is

perfectly normal. It means the ankle joint is naturally adjusting and you will have more mobility as a result.

3. If your knee feels uncomfortable when performing this movement, simply turn your feet out less to take the stress off the knees.
4. This assessment can also be used as a warm up exercise to help promote mobility of the foot and ankle before exercise and/or sports. However, it is important to warm up the foot and calf muscles first by using self-massage techniques such as rolling a tennis ball under the foot and massaging the calf muscles.

Evaluating how your feet and ankles are working (or not working, as the case may be) before heading out to the shoe store can help you make better footwear choices to eliminate pain, prevent injury and improve performance. **n**



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Justin Price, MA

Justin is the creator of The BioMechanics Method® Corrective Exercise Trainer Certification available through Australian Fitness Network. His techniques are used in over 25 countries by specialists trained in his unique pain-relief methods and have been featured in *Time* magazine, *Newsweek*, *The Wall Street Journal*, *The New York Times*, *Men's Health*, and on Web MD and Discovery Health. For more information on the Corrective Exercise Trainer certification powered by Network visit www.fitnessnetwork.com.au/Education/biomechanics-method/home



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A1 Rubber	Q46	Flexi-Sports Australia	H28	Nature's Way	F44
Punch Equipment	G16	Flush Fitness	H8	Piloxing	O49
Accomplice Accessories	O44	Flush Fitness	G8	EzeMember - Platypus Software	U26
ACPE Academy	H35	Flush Fitness	F8	Foxtel	N18
Yurbuds	F22	Fly Active	I34	Power Music	J14
Aerobic Microphones Australia	N36	Gantner Technologies	P11	Precor	T12
Alive Brands	J26	Garmin	O35	Promaker	G18
Almond Board of Australia	M48	Innovative Physio	L15	Fisiocrem	I36
Amazonia	M42	Gladstone MRM	S46	Altitude Training Systems	R36
AV Media Systems	N36	Glanbia Performance Nutrition	D30	PulseTec Solutions	N7
Anytime Fitness	O34	Sunwarrior	M45	Pursuit Performance	K14
Asics	H30	Lifespan Fitness	G24	QPEC	O36
Asics	H34	Global Leisure Concepts	N2	Queenax Oceania	E8
Australian Barbell Company	P22	GNC	D24	Raw Blend	O42
Australian Fitness Academy	L34	HelloFresh	N45	Merrell	G30
Australian Fitness Network	M8	GymLink Australia	i2	Reebok Australia	i42
Australian Fitness Supplies	R46	Gymstick	M21	Reflex Sports	I27
Australian Institute of Fitness	L2	Activance	I17	Regent Sporting Goods	H33
Australian Institute Of Kettlebells	I30	HART Sport	L22	Regupol	I35
Australian Institute of Personal Trainers	K8	The Healthy Chef	Q40	Rep 100	G34
ALFA	R53	Human Kinetics	N26	Australian Kettlebells	P2
Avanti	R12	HumanFusion	M24	RAPPD 'Strike First'	G23
Ball Brands	F18	Icon Trading Group	M33	Rock Wear	L1
Big Ass Fans	P36	Inbody Australia	M27	Rocktape	M22
Black & Blue Fashions	G22	Interloc Lockers & Seating	O25	Seeker Import	J36
Blockout	M28	International Fitness	P26	Zenon	S52
Blue Dinosaurs	L53	Wyn Training	N23	Skins Compression Garments	H16
Blue Fitness	T26	iProQur	O5	Slim Secrets	I15
Blueant Wireless	N8	Iron Tanks Gym & Fitness	I1	Sole Distribution	H22
GU Sports Gel	J32	Concept2 Australia	M2	Soleus Running	N25
Body Bike Australia	Q29	Johnson Health Tech	P12	Spartan Sports	F16
BSC	I51	MuscleDriver Australia	U38	PTminder	U20
BSC	K34	Juice Plus +	J24	Blaupunkt Biofeedback Earphones	N37
Bodytastic	T36	Kapai Puku	N47	Superior Supplements	G25
Boot Camps Australia	G17	On Running	H36	Superior Supplements	F26
Boxa	E2	Les Mills	P30	Superior Supplements	D20
Boxa	D2	Life Fitness Australia	Q12	Swift Performance Equipment	T51
Boxing First	D18	Life Fitness Australia	Q2	Synergy Physical Conditioning Systems	R2
Brasilfit	K18	Links Modular Solutions	O22	Synergy Physical Conditioning Systems	S2
Burto	K15	Listen to your Body	T46	Synergy Physical Conditioning Systems	T2
Cardio Tennis	J30	Lorna Jane	K26	Tabban Muscle & Body Shape	E17
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CNC Concepts	Q48	PT Essentials	L9	Team Boom	M44
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Continnence Foundation of Australia	L13	Martin & Pleasance	M41	T-grip Australia	S48
Crankit Fitness	I28	Ice Band Sports	M26	The College of Health & Fitness	N6
Create PT Wealth	H29	Mat-Tastic	J22	The Cream Team	H17
Creative Fitness Marketing Australia	N14	MINDBODY	U6	The Fitness Generation	Q26
Timex	G28	MISSFIT Sportswear	H24	The Food Coach Institute	N43
X-Pole	S40	MMA Fitness	N15	Hydralyte	M37
Debit Success	T32	Mobi Post	U28	The Retention People	U32
Slendier Slim	M52	Monster Health Foods Co	M51	Worldwide Vending & Refrigeration	U22
eDebit	O21	Moving Comfort	K29	Duo Strenth Training	N24
Yes! Fitness Music	K1	Musashi	E22	Blackroll	K33
Eternal Cosmeceuticals	L10	Myofunctional Research Company	N50	GymMaster	N22
Everything MMA	F2	VIRUS Australia	M16	True Blue Life & Fitness	T47
Extreme Functional Fitness	O12	Bounce Foods	M34	TRX	O2
EYE Fitness	P21	NC Fitness Gear	U18	U First Fitness	U30
Ezidebit	R45	Nu-leaf Naturopathic Weight & Health Specialists	N5	Uesaka Barbell Australia	Q31
Ezypay	U12	Oh! Magazine	M6	Ultra Fit Magazine	I16
Fernwood Women's Health Clubs	M14	Omniblend	H2	Sting	D44
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Fitlink Australia	I22	Oui Fitness	K23	Vitality Brands Worldwide	M36
Fitness Institute Australia	L14	Oxyfit	I21	WaterRower	Q36
Fitness Kick	J33	Pearly Express Teeth Whitening	I24	Wedderburn Scales / Tanita	S36
FitPod Australia	T45	Peoplehub	U40	Whole Meal Cafe Products	K35
Dumbags - Smart Weights	N35	PT Academy	J8	Zumba	N42
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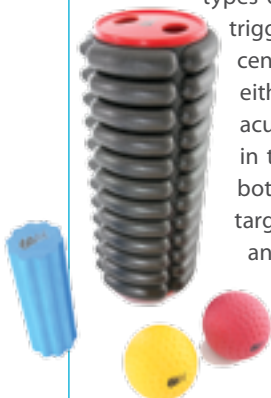
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Fitness Research update

HIGH PERFORMANCE SCHOOL-AGE ATHLETES AND THE PRESSURE TO PERFORM

A partnership between Australian Fitness Network, the University of the Sunshine Coast and the Australian Institute of Fitness, Fitness Research studies the populations, communities and environments related to the fitness industry, with the mission of improving the health of Australians through an improved body of fitness knowledge.

Research paper: Pressures to Perform: An Interview study of Australian high performance school-age athletes' perceptions of balancing their school and sporting lives

Research team: Maureen O'Neill, Angela Calder, Bill Allen; University of the Sunshine Coast

Published: *Performance Enhancement and Health*; 2013. Vol 2, No. 3, pp.87-93

Introduction: There are increasing numbers of school-age athletes representing Australia at high performance levels in sport. For example, 17 school-age athletes represented Australia at the 2012 London Olympic Games, the highest number ever (AOC, 2012). These young athletes are subjected to countless stresses and expectations from both their sport and school. They may be considered 'hyphenated' individuals, striving to deal with more than one life (Fine & Sirin, 2007). Much of the research concerning athletes balancing study and sport has been problem-centred and examined issues specifically related to older athletes at college or university. Most investigations have not included the athletes' views or given voice to their perceptions of how they balance two full-time lives.

This investigation focused on the personal views of both current and former high performance school-age athletes and had two main aims. The first of these was to understand Australian school-aged athletes' perspectives about the issues and problems they face in juggling two lives. The second objective was to identify practices and strategies for best supporting these high achievers so they can perform to their full potential in both their educational and sporting roles.

Methods: Nineteen Australian high performance school-age athletes were interviewed. Ten were former school-age athletes over 18 years of age, and nine were younger high performance athletes still attending school (Table 1). Subjects were competing, or had competed, in a variety of team and individual sports at national and/or international levels, including Olympic and World Championship events.

Data collection was through interviews using a Live scribe™ pen to record responses. Participants were able to voice their

self-identified problems and lived experiences. SPSS™, Excel™ and NVivo 10™ were applied to analyse interview content. The findings from these analyses were categorised into five themes relating to issues identified by the participants' reflections of the physical, social, educational, psychological and economic issues they faced.

TABLE 1. PARTICIPANT DEMOGRAPHICS

Age	Gender	Sport	Performance Level
16	F	kayaking	national talent squad
17	F	dance	national age
15	F	gymnastics	national age
17	F	surf life saving	national
17	F	ocean ski paddling	international
15	F	swimming	national age
15	M	rugby league	national age
17	M	water polo	national age
17	M	surfing	international
18+	M	water polo	Olympic / international
18+	M	kayaking	Olympic / international
18+	F	surf life saving	international
18+	F	surfing	international
18+	M	sailing	international
18+	F	association football	international
18+	F	royal life saving	international
18+	F	surf life saving	international
18+	F	swimming	Olympic / international
18+	M	rugby league	international

Note: 18+ = former school-aged high performance athlete

Results: The following points are some of the key findings recorded in the five distinct categories.

PHYSICAL ISSUES

The most frequent issues identified related to ongoing physical fatigue, and difficulties with time management. Common responses included, 'I'm always tired and sore' and 'I constantly feel tired at school and I often fall asleep in class'. Most athletes mentioned they were continually rushing between training and school and this left them feeling constantly tired. However, the

fall-out from the constant pressure to rush and perform was to slow down and waste time when opportunities arose. *'I put things off; I push it aside to the end of the week.'* Several mentioned that putting things off was an easy habit to slip into but that in order to perform well, *'I can't afford to procrastinate between schoolwork and sport.'*

SOCIAL ISSUES

Wasting time on social media was a factor for several participants. One 15-year-old who researched her use of Facebook said *'I figured out that I spent 26 per cent of my time on Facebook... so in Term two I deactivated my account and ever since then my academic and sporting results have increased'*. However, social media enabled athletes to keep in touch with peers and friends, as many participants had restricted social activities due to training and competition requirements. Participants often referred to this as making *'sacrifices'* for their sporting goals. One athlete explained that she always had to be in bed early and never went to *'blue light discos or even an all night movie or things that kids her age would be doing'*. Most participants acknowledged this was normal practice for a high performance athlete.

EDUCATIONAL ISSUES

With regard to school, athletes spoke about learning difficulties

due to missed class time and the need for more empathy from teachers. Missed class time created difficulties with trying to catch up on schoolwork. Some referred to the importance of mentors and one-on-one tutoring to assist them in dealing with the pressure of missed classes.

PSYCHOLOGICAL ISSUES

Bullying was a universal issue for female participants but interestingly none of the males mentioned this (O'Neill, Calder & Allen 2013). A tall poppy culture was suggested by some who identified jealousy as a reason for the bullying they experienced. Developing resilience and the right mindset were important strategies mentioned by several; *'it helps to be in the same sort of familiar mindset with my other school friends who are athletes and who want the same as me'*.

ECONOMIC ISSUES

Economic issues for several athletes were associated with low socio-economic status levels of their families or the school they attended. Most athletes were concerned about the financial demands placed on their families as a result of their sporting requirements, as illustrated by this comment; *'mum only has a job that fits around dropping and picking me up from training sessions'*.

Summary: Results from this study support the theoretical

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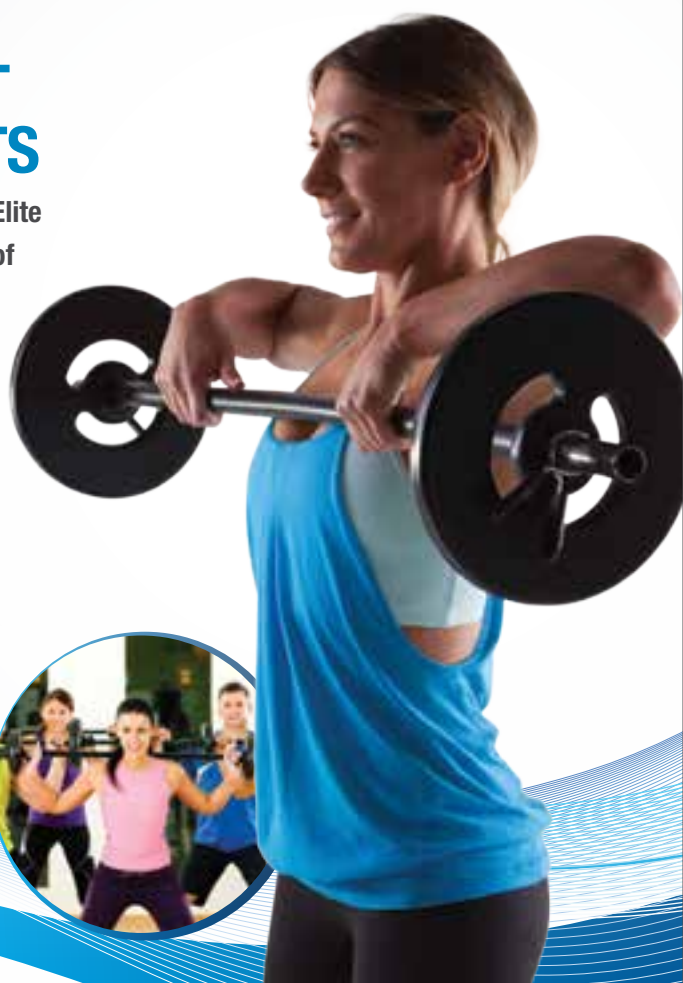
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concept of a 'hyphenated' individual – someone struggling to cope with more than one life. Despite these challenges, all participants indicated that it was important for them to pursue both their sport and education as doing well at both connected them with their sense of identity.

Conclusion: Recommendations from this research:

- ▶ Schools, parents, and coaches need greater awareness of these school-age athletes' views and perceived pressures. There needs to be improved monitoring of, and response to, tiredness, food intake, procrastination, bullying and social sacrifices.
- ▶ Ignoring, or playing down, the problems faced by these school-age athletes may have serious repercussions for their health, welfare and personal happiness. These student athletes need resilience training and dedicated support at school.
- ▶ Improved communication between coaches, parents and teachers is needed concerning individual training and competition demands and schoolwork.
- ▶ Schools with high-performance school-age athletes should become 'athlete-friendly schools' in terms of policy and practice through specific pastoral care programs for these students. 

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Network Community



For the team at Australian Fitness Network, our calendar begins and ends every year with FILEX. This year is no different – although we are embracing a few other changes! In fact, 2014 marks two major milestones in the history of our business and of FILEX, the fitness industry convention.



As you are probably aware by now, for the first time in its history FILEX is moving to Melbourne. We are absolutely thrilled to be bringing our jam-packed weekend of fitness education to Victoria and this year's event promises to be a big one! Featuring more international presenters, a wider range of session topics and bigger and better entertainment than ever before, we truly believe that the 2014 event is one not to be missed. But don't just take my word for it – check out the full program at www.filex.com.au and you'll see for yourself!



In addition to the move to Melbourne, FILEX is also celebrating its 20th anniversary! To help us mark the occasion, our friends and colleagues from canfitpro Toronto are making the journey down under to deliver some awe-inspiring presentations and, of course, join in the party. FILEX has, without doubt, become a mainstay of both the Australian and international fitness scene, and we would love you to join us in celebrating how far it's come over the past two decades.

Finally, you won't want to miss Network's executive director Nigel Champion's address at the opening ceremonies at FILEX, during which he will be announcing the launch of two exciting new opportunities for you, our members. Unfortunately I'm not as yet at liberty to disclose what these are, so to be the first in the know, make sure you are there!

I look forward to catching up with many of you from 4 to 6 April, in Melbourne.

Regards,

Ryan Hogan, CEO

ryan.hogan@fitnessnetwork.com.au

P.S. Did you hear the news that none other than singer/dancer/performer/talent show judge Tim-O-Matic will be performing at the Les Mills Dance-A-Palooza event, also held on the FILEX weekend in Melbourne? Wow!

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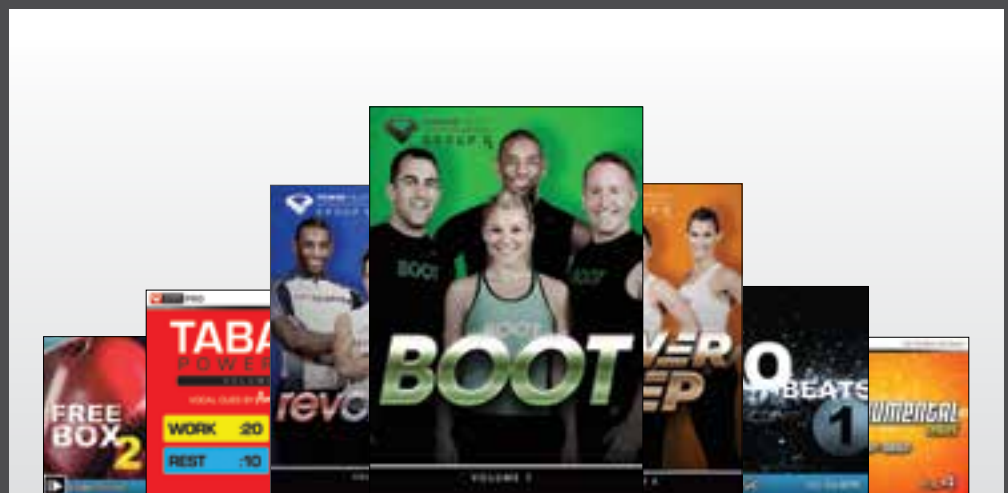


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- ▶ What is type 1 diabetes? Symptoms and diagnosis
- ▶ Dietary recommendations and benefits of exercise in relation to type 1 diabetes
- ▶ Prevention of hypoglycaemia and hyperglycemia with exercise
- ▶ Exercise precautions and contraindications.

Network's Elite Functional Trainer Certification, by Chuck Wolf


Discover a new and unique approach to integrated movement with Network's Elite Functional Trainer certification. Developed by one of the global fitness industry's leading experts in functional training, Chuck Wolf, this course teaches you how to use functional anatomy, movement analysis and advanced program design to enhance your clients' performance.






Part One: Insights into Functional Training

Explore the characteristics of human movement and functional anatomy.




Part Two: Super Flexibility Highways

Gain an understanding of how integrated flexibility is highly dependent on full body movements to obtain the most efficiency in human movement.



Part Three: Functional Assessment

Learn how chain reaction biomechanics impact full body actions and how to collect useful information through functional assessment.



Part Four: Considerations for Functional Program Design

Discover a remedial-to-progressive approach to create effective and personalised programs based on information gained from the assessment process.



Part Five: Functional Solutions for Special Populations

Take away strategies for dealing with back problems, knee issues and shoulder problems.



Eating Green: Meeting Nutritional Needs on a Vegetarian Diet, by Dr Kate Marsh

This course explores the following topics:

- ▶ Meeting nutritional needs
- ▶ Key nutrients in vegetarian diets
- ▶ Vegetarian meal planning and practical tips
- ▶ Supplements – are they needed?



Beyond Eating for Two: Nutrition for Pre-Conception and Pregnancy, by Dr Kate Marsh

This course explores the following topics:

- ▶ Why nutrition matters in preconception and pregnancy
- ▶ Optimising lifestyle for preconception
- ▶ Nutrition in pregnancy (including key nutrients)
- ▶ The importance of blood glucose levels in pregnancy.



The Weight, Metabolism and Hormone Highway, by Scott Josephson

Delivered entirely online, this course is ideal for fitness professionals who want to help clients' maximise weight loss. The course explores:

- ▶ The effects of hormones on weight loss
- ▶ Exercise and nutritional recommendations for weight loss in women
- ▶ The stages of change and goal setting.



Bridging the Gap between Traditional Exercise and Functional Movement, by Chuck Wolf

This course explores:

- ▶ Blending traditional exercise with functional movement patterns
- ▶ Movement in three planes of motion/ enhancing movement with tri-plane
- ▶ The fascial system and anatomy trains
- ▶ True 'functional' training – eccentric contractions.



The Boutagy Black Book of Fat Loss and Muscle Gain, by Tony Boutagy

Delivered using two online video presentations, this course covers:

- ▶ Key resistance and cardiovascular recommendations for fat loss programming
- ▶ Training guidelines for the achievement of hypertrophy
- ▶ Training guidelines for the achievement of fat loss.



Born Barefoot, Born to Run, by Lee Saxby for Vivobarefoot

This course is ideal for any fitness professional who wants to learn the scientific foundation of barefoot movement.

Topics covered include:

- ▶ Running and heel strike injury
- ▶ Benefits of running vs other forms of exercise
- ▶ Defining natural movement
- ▶ Anatomy of the foot
- ▶ The effect of footwear on balance.



A Guide to PCOS – What Every Fitness Professional Needs to Know, by Dr Kate Marsh

Delivered entirely online this course covers:

- ▶ What is PCOS? The symptoms and diagnosis
- ▶ The link with insulin resistance and its implications
- ▶ Health risks including diabetes and cardiovascular disease
- ▶ Role of diet and exercise and current exercise recommendations.



7 Secrets to Slump-Proof your PT Business, by Heidi Dening

Learn Heidi's secrets to slump-proofing a personal training business and staying profitable throughout tough economic times.

Topics covered include:

- ▶ Unique marketing to stand out from the crowd
- ▶ Being braver with marketing and business
- ▶ Reiterating the value of personal training to clients
- ▶ Making personal training more personal.



Commanding Boot Camp Success, by Rob Di Francesco

This online course is ideal for fitness professionals who want to learn to design authentic boot camp sessions. Topics covered include:

- ▶ Advertising, marketing and pricing a new boot camp business
- ▶ Equipment for a military personal training session
- ▶ Rules of session planning
- ▶ Instructional skills development.

COMING SOON!

- ▶ Group Fitness for the Young at Heart – 5 CECs/CPDs
- ▶ Insights into Mental Health and Exercise



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- ▶ Network's Elite Strength Coach
- ▶ Network's Elite Nutrition Coach
- ▶ Network's Intergrated Trainer
- ▶ Network's Pre and Post Natal Trainer
- ▶ Network's Elite Functional Trainer

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Designed and written from a modern perspective, Network's Certificate III in group exercise (SIS30310) – eGX – will train you to become a highly sought-after instructor with the skills to pack classes and inspire club members to success!

The eGX course also allows you to make a choice of what class types you want to specialise in – so you don't have to spend time learning class modes that don't suit you.

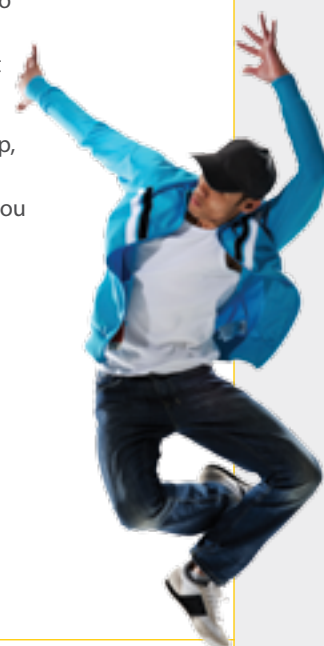
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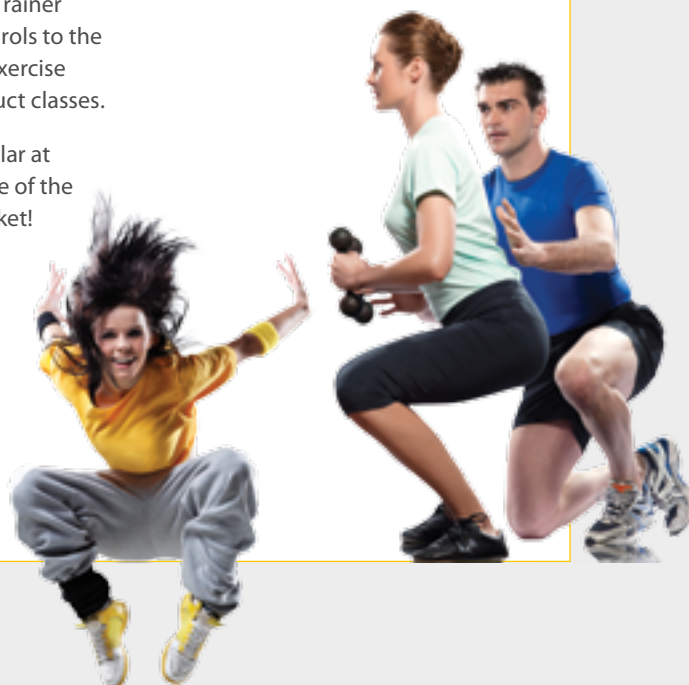
NETWORK EDUCATION'S INDUSTRY FIRST!

In an industry first, Network Education has rebranded its Personal Trainer course to ePT+. The plus+ sign reflects the fact that anyone who enrolls to the ePT+ course will now get included, at no extra charge, the Group Exercise competency, which teaches how to lead group workouts and instruct classes.

With group training and group exercise becoming ever more popular at fitness facilities and studios, Network's ePT+ graduates will be some of the most sought-after and employable fitness professionals in the market!

Call Network today on **1300 493 832** for more information or visit www.fitnessnetwork.com.au

ePT+
ELITE PERSONAL TRAINER



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▲ FreeBox 2



▲ FreeStep 1



▲ H2O Beats 1

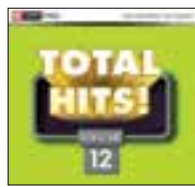
POWER MUSIC (PPCA-FREE)



▲ Best of 2013 PowerMix



▲ The Instrumental Series: Pop + Dance Vol 4



▲ Total Hits! Vol 12



▲ Tabata PowerMix Vol 4



▲ Schwinn Indoor Cycling Master Trainer Series

GROUP RX – PRE-CHOREOGRAPHED PROGRAMS



▲ Group Rx – RIP Vol 11



▲ Group Rx – Revolution Vol 11



▲ Group Rx – Power Step Vol 8



▲ Group Rx – WAR Vol 7



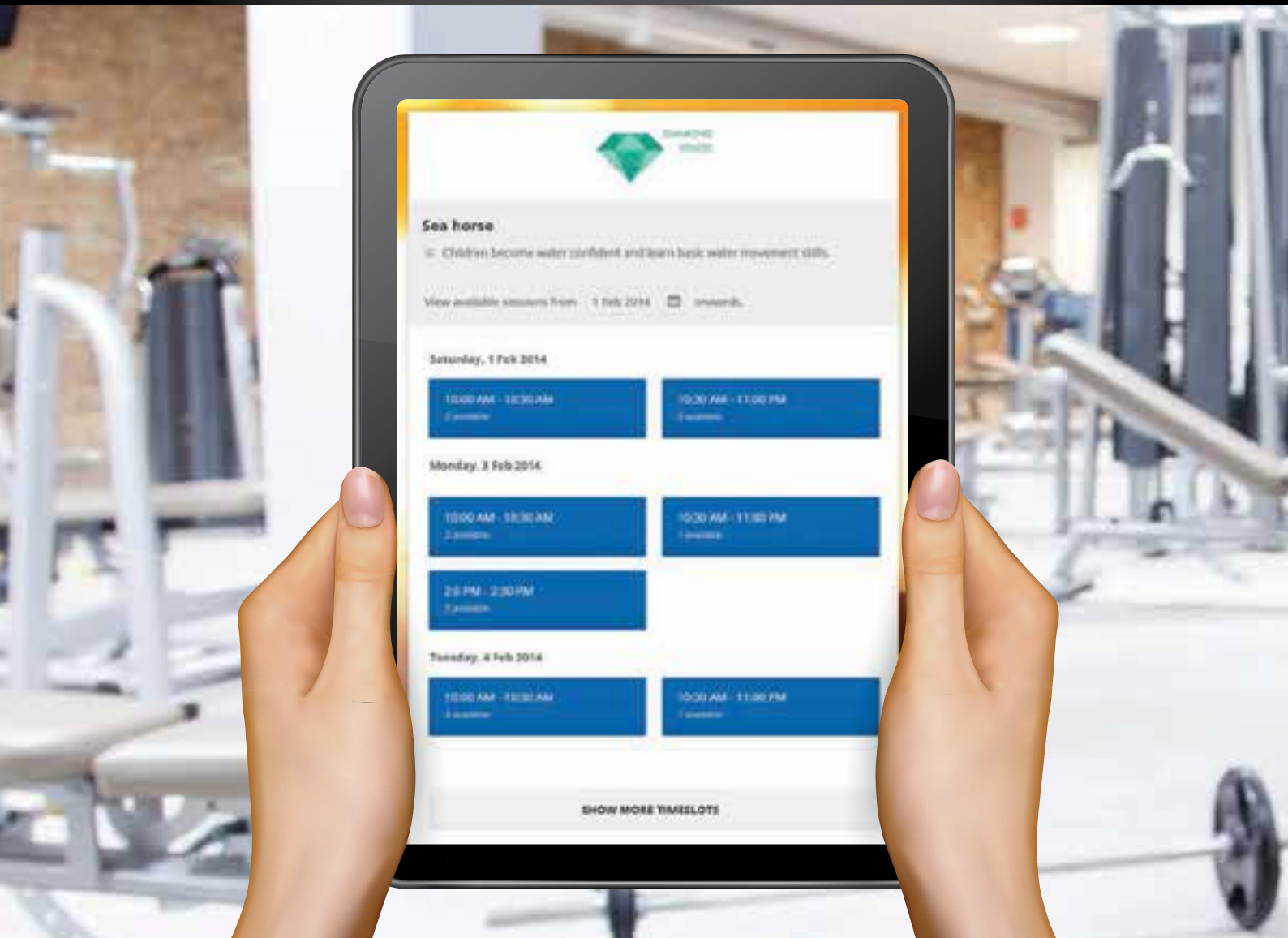
▲ Group Rx – BOOT Vol 7



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