



NETWORK

THE OFFICIAL PUBLICATION OF AUSTRALIAN FITNESS NETWORK

SPRING 2021

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ONLINE COURSE

MEASURING PROGRESS, NOT BODY WEIGHT

Contrary to popular belief, body weight is not the sole – nor best – indicator of a client’s fitness during or following a training program. In fact, the majority of progress from training programs can be measured through a variety of methods, including health marker tests, body composition tests, and strength tests, to name a few.

This course brings to light the myriad tests available to the informed fitness professional, helping you to choose better ways to measure your client’s progress.

THE COURSE INCLUDES:

- Direct and indirect Health Marker Progress Tests
- BMI: The elephant in the room
- Strength Progress Tests
- Stamina Progress Tests
- Suppleness Progress Tests
- Intensity

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ABOUT THE COURSE CREATOR



DAVID PALERMO

David studied at RMIT University where he obtained an undergraduate degree in Exercise Science after studying a Diploma in Sport Development. He moulded his training philosophy under some of Australia’s most successful Strength & Conditioning Coaches and started his PT business before qualifying himself as a Level 2 Strength & Conditioning Coach. David is also an experienced fitness educator, having taught aspiring fitness professionals in his previous role as Coach with AIF.

The price of freedom



We understand how stressful Network Members in many parts of Australia and New Zealand are finding the current lockdowns. As an industry largely powered by an army of self-employed small and solo business operators, the inability to train clients or teach classes in-person is hugely frustrating, not to mention financially debilitating. We truly hope that you and your loved ones are coping OK and managing to keep your businesses ticking over until restrictions ease.

The Delta variant has clearly changed the game, resulting in the widespread abandonment of the 'zero-COVID' ideal. The rules of engagement will therefore change in terms of reopening clubs and studios in currently locked-down states. With vaccination rates slowly creeping up to the all-important numbers of 70% and then 80%, the prospect of opening our doors looms. This time around, of course, we'll be doing so with multiple active virus cases in the community. While the new phase should reduce the risk of snap lockdowns, it certainly doesn't mean that we'll be back to 'business as previous'. Heightened hygiene and social distancing measures, not to mention the prospect of vaccination passports, will likely be with us for the foreseeable future.

At this stage, most operators will probably be accepting of such measures if it means they can at least function again. In 2021 and beyond, as the saying goes, 'the price of freedom is eternal vigilance'.

Justin Tamsett looks at this and other learnings in his Perspective feature (page 7), while Susy Natal shares her lessons learnt from shifting to online coaching (page 27). Elsewhere, in non-pandemic related features (phew!), Tony Boutagy explores adapting the General Preparation Period for the fitness industry (page 11), Dr Nick Zdenkowski looks at how exercise helps those experiencing 'chemo brain' (page 37) and Lisa Gombinsky Roach provides an interesting overview of training people with neurological conditions (51).

Stay safe, and here's to the light at the end of the tunnel,

Oliver Kitchingman, Editor
editor@fitnessnetwork.com.au



NETWORK'S CORE PURPOSE

'To inform, inspire and educate our members to be the best they can be'

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NETWORK MAGAZINE

Editor, Oliver Kitchingman

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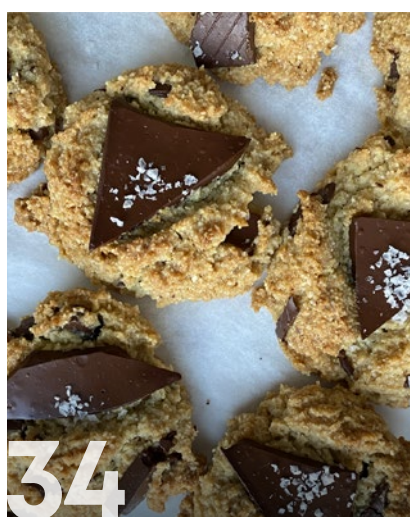
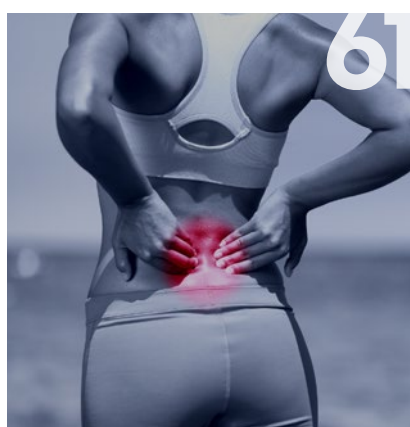
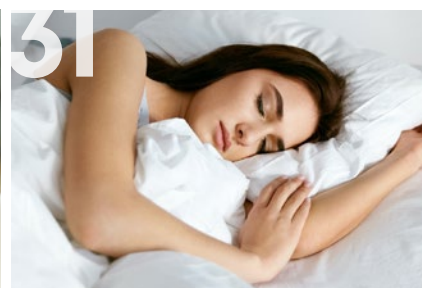
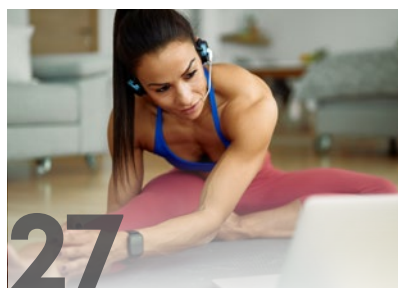
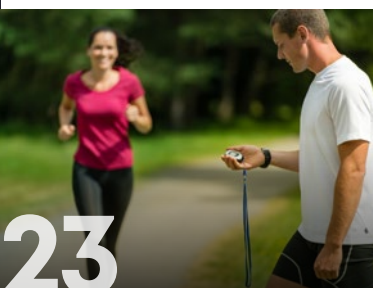


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ONLINE COURSE

AN INTRODUCTION TO STRENGTH TRAINING FOR THE YOUTH ATHLETE

In this course, fitness professional and educator Jonathon Ray explores the unique considerations to be taken into account when strength training younger people.

Gain insights into the prevalence of injury in Australian sport, and develop an understanding of how to reduce injury incidence and enhance performance by designing effective programs for this demographic. From pre-screening to progressive overload, equip yourself with the skills to become the go-to trainer for youth athletes seeking strength training.

THE COURSE INCLUDES:

- Effects of strength training on youth
- Growth and development
- Impact and overload
- Annual planning/periodisation
- Training splits
- Training frequency

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ABOUT THE COURSE CREATOR



JONATHON RAY

An educator with the Australian Institute of Fitness (AIF), Jono holds a bachelor's degree in Sport & Exercise Science. During his career, he has worked in the arenas of competitive gymnastics, personal training, powerlifting and education. During his time in gymnastics he ran a Men's Artistic Gymnastics Levels squad and worked with the Royal Deaf & Blind Institute and the Minimbah Care Unit to deliver gymnastics programs to special needs populations.

PEOPLE AND PRUDENCE KEYS TO WEATHERING STORM



The ups and (lock)downs of the past 18 months have taught us three very important lessons, writes fitness business coach *Justin Tamsett*.

If you're anything like me then you must be hoping we're dreaming and that someone's going to pinch us awake from this nightmare. Alas, we do get a daily reality check on the world we are living in, and it's really pinching hard our businesses, our teams and our members.

In 2020, it was all about adjusting to the 'New Normal'. This year, we are in New Normal Version 2.0, with a high probability that before the end of 2021 we will be up to Version 3.0, with vaccine passports and the like.

The past 18 months have taught fitness businesses three very important lessons.

1. Rainy day funds are vital

Cash businesses have been bitten on the bum! Any PT, studio or gym that has been doing cash deals has been unable to prove a reduction in income and to therefore receive government assistance. They may have benefited for years, but this poor business decision has led to no cash in the business now, and thus closures and leaving the industry.

Whether you are an employee or run a business, you should tuck away a percentage of your income in a 'rainy day fund' for when you most need it. I suggest at least 10% of turnover (not profit). For clubs this is imperative, in case competition comes along, you need big repairs or there is a pandemic! For individuals, a tax bill, holiday or large expense is easier to handle knowing you have money tucked away. Without a rainy day fund you quickly become cash poor and highly stressed.

2. Community transcends crisis

Many fitness businesses that are highly community-focused have managed to maintain loyal membership bases that have continued paying when locked down and transitioned into virtual products. Clubs where members had no sense of community or link beyond the use of equipment, however, have struggled to achieve this.

For club operators, the main retention strategy into 2022 must be to develop a community in which people know each other, support each other and appreciate the role your facility plays in holding the community together. Building a real community takes effort, but it will keep your members loyal and engaged.

3. People need people

This brings me to the third main lesson: people will always need a gym or studio. I'm not denying there is a role for virtual in our industry, but for some demographics, like my 82-year-old dad who cannot wait for his gym to reopen, digital is not the solution. The solution for every business is person-to-person relationships - which is why I believe there will always be a place for clubs.

Whether that is the community, as previously discussed, or simply the recognition of members by our team, we all need that human connection. A number of my REX Roundtable members that operate clubs have personally called members to

invite them back into their clubs. This human touch put concerned members at ease and helped them feel confident about returning.

The past 18 months have shown us just how quickly the playing field can change due to factors beyond our control. Vaccine passports will be another such change, with the decision being made by governments. This could create stress, but if you have learnt the lessons above, your community of engaged members will understand, and your mutually respectful relationship will lead to an ongoing healthy business.

In this state of uncertainty, our team, members and clients look for leadership. Your leadership must focus on what you can control, such as the factors above, not on fretting about the 'uncontrollables'. Leadership means consistently focusing on what you can do rather than what you cannot. With this mindset, you will continually take small steps forward - and further away from your competition.

I've just pinched you. You are not dreaming. Don't pull the doona over your head. Now is the time to be the leader your team and clients need. Do so, and 2022 could be your best year yet. **N**

Justin Tamsett

The Managing Director and business coach at Active Management, JT's three decades in the fitness industry have encompassed roles from personal trainer and salesperson, to facility manager and multi-club owner.



INDUSTRY INSIGHT

Developments in the world of fitness.

FITNESS AUSTRALIA LAUNCHES AQUA REGISTRATION OPTION

Australian fitness professional registration provider, Fitness Australia, has announced a new registration category specifically for aqua instructors, or Aqua Exercise Instructors (AEI) as the category will be known.

Fitness Australia CEO Barrie Elvish said the introduction of the new registration category was part of the organisation's focus on expanding its industry leadership, relevance and value to more professionals who deliver vital exercise services to all parts of the community.

'Aqua Exercise Instructors now have their own independent registration category with Fitness Australia, and we are thrilled to

welcome these new members into our network. AEIs will now be listed independently on the Australia Register of Exercise Professionals, providing them with their own classification and recognition' Elvish said.

Instructor, education provider and longtime Network contributor, Dom Gili from Aqua Fitness Online said the new registration category with Fitness Australia was an important breakthrough for the industry.

'The new dedicated registration category with Fitness Australia is a huge step forward for the industry and for Aquatic Exercise Instructors in their own right, as it recognises and legitimises the important contribution AEIs provides the community' Gili said.

Source: Fitness Australia



LES MILLS ON DEMAND REBRANDING TO LES MILLS+

Group fitness provider Les Mills will rebrand its On Demand product to LES MILLS+ from early October. The move promises to be more than a name change, with members set to get more personalisation, tracking, motivation and rewards. The company has also indicated that it will be evolving the offering to bridge the gap between live and home workouts.

When COVID sparked a massive digital fitness boom, LES MILLS On Demand grew exponentially, expanding into 116 global markets and catering to populations in lockdown. In the pressure cooker environment brought about by the

pandemic, the digital fitness landscape has quickly evolved. The 'on Demand' product has changed during this time to a point where Les Mills say it is much more than just workouts 'on demand'.

'Alongside our partners, we are the industry's only omnichannel fitness experience, delivering world-leading content, powered by science to maximise results, crafted to incredible music; and presented by some of the world's leading Instructors. Now, more than ever, we need our platform to match up to this.'

Source: Les Mills Asia Pacific



INDUSTRY LAMENTS HIGH PERCENTAGE OF LOST DAYS



Fitness Australia recently calculated that many fitness businesses across the country have been closed for at least 30% of days since March 2020 due to lockdowns and restrictions. The statistics vary between states and territories, with Victoria unsurprisingly suffering the greatest blow of more than 50% lost operational days. When clubs and studios have been permitted to open between lockdowns, it has been with strict limits on numbers and reduced patronage.

Comparing the impact on the fitness sector compared to other industries, Barrie Elvish, Fitness Australia's CEO, highlighted the fact that unlike hospitality and retail,

which have been able to adapt to 'take away only' or online e-commerce sales, fitness can only do so to a limited degree.

"While many fitness businesses and operators have provided live-stream classes or online workouts, many of these services have been offered to members free of charge just to keep them engaged in their exercise habits" he wrote.

Elvish did, however, point to one positive development, writing "Fortunately, we know the recognition of the importance of exercise is growing, as evidenced by our sector opening sooner from recent lockdowns, compared to last year."

Source: Fitness Australia

The way we were...

As Fitness Australia announces its new registration category for aqua instructors, we take a look back quarter of a century to an Aqua Network newsletter from 1996, when the topic was 'the deck effect' and preferred instructor teaching options:

"Facility providers should be conscious of the environment provided for aqua instructors as the deck undergoes constant observation from participants in the water. ...Instructors may prefer working from wet decks, even though there is a tendency to get wet. Instructors do not have to precariously balance on a narrow strip of tiles placed high in the air and the comfort of participants is increased. Access to participants is easier from poolside and a sense of inclusion is maintained."



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ARE YOU PREPARED?

ADAPTING THE GENERAL PREPARATION PERIOD FOR THE FITNESS INDUSTRY

The fitness industry has much to gain by following the tried and tested principles of General Physical Preparedness that have been used for decades in the sporting world, writes strength coach *Tony Boutagy, PhD.*

The old Soviet coaches used the term 'General Physical Preparedness' (GPP) to refer to the non-specific development of work capacity prior to the season of sport-specific training. The goal was to enhance a large number of biomotor capacities, so that the athletes could tolerate and positively adapt to higher volumes and intensities of work in later phases of training.

General, not specific

Reading through all of the classic Eastern Bloc texts on sports theory, the thing that most struck me was the systematic approach to goal specific training blocks. All athletes, across all sports, commenced their training season by building work capacity and general fitness across a wide range of physical capacities that, and here's the interesting part, were specific to general fitness but not specific to the sport. Whether the athlete was a hammer thrower, wrestler or track runner, programs emphasised endurance, mobility, strength-endurance, jumping, sprinting and so on.

The sports blueprint for GPP

One of the greatest weightlifters of all time, Naim Süleymanoglu, who passed away



Personal trainers can utilise his approach and methods but apply them to foundational fitness before the development of hypertrophy and body composition



THE QUICK READ

- General Physical Preparedness (GPP) refers to the non-specific development of work capacity prior to the season of sport-specific training
- The principles can be adapted for use in the fitness industry, where, rather than being sport-specific, the goals are typically muscle mass and body composition-focused
- The themes of a general preparation period in the fitness industry are balance, and general work capacity
- To increase general physical preparedness in the fitness industry, a GPP will consist of a block of training, typically three to four programs, that emphasises the development of a wide range of physical capacities.

in 2017, was known for his prodigious work volumes, often training 10 to 12 hours a day. Despite being the strongest man in the world for his weight class, in his GPP, he performed general conditioning that included stretching, jogging, jumping, table tennis and soccer¹.

The famed Russian powerlifting coach Boris Sheiko also includes sports participation and general fitness conditioning in the GPP for his powerlifters². Even the tattooed, goatee sporting, bar breaking legendary strength coach, Louie Simmons, believes that a training year should commence with a GPP focusing on work capacity (Farmer's walking, sled dragging etc.), as well as weak links or injury prone areas (like the elbows and rotator cuff³). Only later phases of training programs see the introduction of techniques and methods to develop the specific requirements of the sport. It was believed - and demonstrated over several decades - that the sports-specific programs were better performed, and better tolerated, after the development of general physical preparedness.

GPP for fitness

In the fitness industry, where the primary goals are typically improvements in muscle mass and body composition rather than sporting prowess, the same generalised theories of training hold true: goal-specific training is better performed and better tolerated after the client has been generally physically prepared. Put another way, the ability to perform high volume, advanced workouts, recover set-to-set without diminishing loads and recuperate between sessions so that workouts progressively overload and the client positively adapts to the workload, is predicated upon the various capacities developed in a well-designed GPP.

The themes of a GPP in the fitness industry are balance, and general work capacity.

Balance

A GPP is designed to create balance between limbs; between agonist and antagonist; and between prime mover to stabiliser. All of this can be summarised as eliminating weak links or plugging energy leaks.

General work capacity

A GPP also develops non-specific work capacity across a number of biomotor capacities, with the primary goal of increasing general fitness to be able to tolerate and positively adapt from the demands of goal specific training in later phases.

The various biomotor qualities include strength-endurance, flexibility, lactate tolerance, cardiorespiratory capacity and general strength and stability. The greater these areas are developed, the higher the tolerance of the workload in subsequent phases.

There are a lot of misunderstandings regarding a GPP. Most commonly, it is thought to be the training period of a beginner, also called the Anatomical Adaptation Phase, by Tudor Bompa⁴ or the Structural Balance Phase by Charles Poliquin. While every beginner has to start somewhere, the principles underpinning a GPP are so much broader than the introductory programs of a beginner. Examining all the words in a GPP, we can begin to appreciate the numerous capacities this phase of training is attempting to develop:

- **General:** training that is not specific to any activity or sporting end outcome
- **Physical:** covers a number of biomotor capacities, including flexibility, endurance, power and speed development, lactate tolerance, stability and general strength.
- **Preparedness:** increases work capacity and fitness with the primary goal of being able to tolerate and positively adapt from training sessions, while minimising the risk of injury.

A large part of our understanding of the principles governing the GPP is based on the work of the Soviet coaches and scientists, in



particular Dr Anatoli Bondarchuk. In his three-volume series *Transfer of Training in Sports*⁵, Bondarchuk outlines the steps you would take from a GPP to sports specific training. Personal trainers can utilise his approach and methods but apply them to foundational fitness before the development of hypertrophy and body composition.

To understand the transference of training, we work backwards: what does an advanced fitness program look like and what are the physical requirements to be able to perform correctly, safely and without diminishing load? Then, we deconstruct those abilities, choose the assessments that reflect the demands, and focus on them during the GPP. From this point, the client is ready to build upon that foundation with goal specific programs.

Again, regardless of the ability level of a client, the goal of a GPP is to improve work capacity by adhering to progressive overload and increased training volume which, in turn, dictates the amount of training they can complete, recover from and to which they can positively adapt.

Readiness to train

Tests to assess readiness to train, which become the focus of a GPP, should always be individualised. Often, they will include neglected muscle groups and movement patterns that have been de-prioritised over the previous blocks of training. Other areas of focus include previous injuries or imbalanced areas due to sporting practice or poor programming, which strength coach Ian King calls the 'unintended imbalances'⁶.

Typically, a GPP will focus on the smaller muscle groups that are not likely to appear as star performers in later, higher volume, specific phases of training for body composition. These include the ankle and hip stabilisers, in particular the thigh ab- and adductors, the lateral core, the lower back, the shoulder stabilisers and the wrist or gripping muscles.

Furthermore, targeted mobility drills for the ankles, hips, thoracic spine and shoulders are often needed, so that future, full range of motion strength exercises can be performed correctly, comfortably and safely. Thus, a GPP will allot the appropriate time to flexibility to develop this important component of fitness.

Finally, cardiorespiratory fitness also appears prominently during this phase, even if the primary end goal of the training regime is muscle mass. The greater the cardiovascular fitness, mitochondrial function, capillary density and lactate tolerance, the better volume-based workouts for fat loss and hypertrophy can be performed.

The ability to perform higher volumes of work, with less drop off in load and the ability to recover between sets and between training days, ultimately results in superior results in body composition, and this is precisely why a good GPP will increase both speed and endurance.

To summarise the principles of a phase of training to increase general physical preparedness in the fitness industry, we can state that the GPP is a block of training, typically three to four programs, that emphasises the development of:

- exercise mastery, muscle and movement awareness and technique
- mobility and flexibility to perform full range of motion exercises correctly and safely
- cardiorespiratory fitness, anaerobic capacity and lactate tolerance
- general strength, stability, symmetry between limbs, with special emphasis on weak links and neglected areas.

Building on this theory, with skill acquisition and increasing work capacity in mind, many coaches have recommended that strength workouts in the GPP consist of the following:

- higher repetition, lower loads
- lower exercise set volume
- greater training frequency
- inclusion of mobility drills
- large, general exercise variety.

Putting GPP into play

The next step is to design a week of training, where we organise the various components to be developed. For example, one program, lasting 3-4 weeks, might be constructed in the following way:

The specifics might involve a strength workout to involve:

- 10-15 minutes of targeted mobility for the ankles, hips, thoracic

TABLE 1

Mon	Tues	Wed	Thur	Fri	Sat	Sun
Weights	Cardio	Weights	Flexibility	Weights	Cardo	Rest

spine and shoulders performed prior to strength training.

- 2 work sets per exercise, focusing on general movements for the whole body, with special priority given to the ankles, hip and shoulder stabilisers, lateral trunk, and forearm and wrist muscles. The more typical, larger muscles would be, at this stage, de-emphasised, with the performance of exercises for the thighs and upper body muscles placed later in the workout.
- Where appropriate, exercises to improve trunk stiffness (isometric strength) should be included to develop the rigidity in the torso required in later workouts for the performance of advanced strength exercises.
- For each exercise, higher repetition and lighter load would be used to increase strength endurance, work capacity and skill acquisition.
- Mini-circuits have been used since the 1960's as a way to sequence the exercises in a GPP. With short rest intervals between exercises, this allows for a higher volume of work to be performed in the workout, whilst developing strength-endurance.

Here is an example of a total-body GPP strength workout performed as four mini-circuits of four exercises:

Sets: 2

- Reps: 20 (or 45-second holds for planks)
- Rest between exercises: 10-seconds
- Rest between circuits: 60-seconds

The important features of this GPP workout is that, firstly, it is general, with all muscle groups conditioned with foundational movement patterns; secondly, it develops work capacity, strength endurance and skill acquisition by using high reps, low load and short rest periods between exercises and sets; and thirdly, it prioritises the weak links and commonly neglected muscle groups by performing them at the beginning of the workout.

The same or a similar program would be performed again mid and at the end of the week, ideally totalling three days a week in the weights room. After three weeks, the program would be changed, using exercises now slightly more complex but still using similar variables to continue increasing work capacity, symmetry, stability and strength-endurance.

The development of cardiovascular fitness would be allocated

to the other days in the training week. The choice in mode and type would be individualised and based on the fitness level of the client. These options include either steady state aerobic exercise, performed at approximately 65-75% of maximal heart rate for up to an hour, or interval-based workouts designed to increase anaerobic capacity, lactate tolerance or aerobic power.

In summary, goal specific training phases to improve body composition, decrease body fat and increase muscle hypertrophy assume a certain degree of muscle strength, stability, symmetry and cardiorespiratory fitness. Generalised theories of training, initially developed in the former Soviet Union for sporting mastery, can be used to guide, in principle, the division of a training year in the fitness industry.

The sole purpose of periodising in this way is to arrive at the goal specific training in the best possible condition to be able to complete and tolerate the high training volumes, and recover set-to-set and between sessions, so that one can positively adapt to the workouts, while minimising the risk of injury. To this end, a well-designed GPP will develop all the capacities required to perform goal-specific training, prioritising work capacity, stability, trunk rigidity, symmetry between limbs, general strength, endurance, speed, lactate tolerance and mobility. Used for decades in sports development, the fitness industry has much to gain by following these tried and tested principles. **N**

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Dr Tony Boutagy, PhD

Tony is a strength coach and personal trainer who has been providing training and education in the fitness industry for over two and a half decades. He holds a PhD in sports science and can be found at tonyboutagy.com

TABLE 2

Muscle group	Exercise selection
Lateral core	Side plank
Calf	Single-leg calf raise
Anterior core	Front plank
Ankle stability	Single-leg hopping
Low back	45-degree back extensions
Humeral stabiliser	Side lying dumbbell external rotations
Hip adduction	Modified Copenhagen adductions
Scapulae stabiliser	Dumbbell shrugs
Hip abductors	Banded abductions
Wrists	Dumbbell wrist flexion & extensions
Hamstrings	Swiss ball leg curls
Shoulders	Dumbbell lateral raise
Quads	Step-ups
Chest	Hands elevated push-ups
Glutes	Supine single-leg hip extensions
Back	Seated rows



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INJURY & REHAB

WHAT CAUSES ANKLE PAIN AND HOW CAN IT BE ADDRESSED?

Do you train clients with ankle pain? You should look to both exercise and non-exercise related strategies for decreasing pain and improving function of the entire body, writes corrective exercise specialist *Justin Price*.

Ankle pain is a frustrating problem that many people experience at one time or another (Thomas et al., 2011; Doherty et al., 2014). It can negatively affect almost every move one makes, as well as the act of simply standing. Pain in the ankle joint is often the result of a common musculoskeletal imbalance caused by a number of structures and/or muscles in the body not working correctly.

Anatomy of the ankle

The ankle joint (i.e. talocrural joint) is a hinge joint formed in the area where the shin bones (i.e. tibia and fibula) sit on top of the talus bone (see Figure 1).

This joint has up and down movement capabilities which enable the shin to move forward over the foot, the foot to be pulled up toward the shin (i.e. dorsiflex) and the foot to push down away from the shin (i.e. plantar flex). These movements are extremely important during all weight bearing activities, like walking and running, because they allow the body to first accept weight over the foot and then push the foot down to transfer weight from one side of the body to the other (see Figure 2) (Kelikian, 2011).

When the ankle cannot perform these movements effectively and efficiently, pain and dysfunction inevitably result.

Common causes of ankle pain

The most common musculoskeletal imbalance that causes pain to the ankle is a lack of dorsiflexion (Price, 2018). This lack of motion in the ankle joint causes joints above and below to compensate and overly stresses the soft tissue structures (i.e. muscles, tendons, ligaments, and fascia) surrounding not only the ankle, but the foot, knee, hip and back as well.

Past injuries/surgeries, arthritis, diabetes, gout, activity choice, footwear and underlying muscle and movement imbalances can result in a lack of dorsiflexion in the ankle joint (Price & Bratcher, 2019). As a responsible fitness professional, it is your duty to refer out to a licensed medical professional if you suspect (or have been informed by your client) that a diagnosed condition beyond your scope of practice is contributing to your client's ankle pain (American Council on Exercise, 2010). However, it is also your job to understand the underlying movement/muscle dysfunctions that can cause ankle pain and recommend corrective exercises/strategies to help your clients overcome these imbalances.

FIGURE 1: Ankle Joint Anatomy





- Ankle pain is commonly experienced and can affect numerous body movements
- Ankle pain is often the result of a common musculoskeletal imbalance caused by structures and/or muscles in the body not working correctly
- The most common musculoskeletal imbalance that causes pain to the ankle is a lack of dorsiflexion
- Dorsiflexion in the ankle joint is caused by overpronation, lack of hip extension, lack of knee flexion and/or a lack of hip flexion
- Corrective exercises and changes to footwear can assist in correcting dysfunctional movement of the ankle.

FIGURE 3: Hip extension and dorsiflexion



strategies for helping decrease ankle pain and improving dorsiflexion.

Corrective exercise recommendations

Muscles and dysfunctional movement patterns throughout the body need to be addressed as part of your efforts to improve a client's ability to dorsiflex. Imbalances including overpronation, lack of knee flexion, lack of hip flexion and lack of hip extension all contribute to a lack of dorsiflexion and must be considered as part of your corrective exercise program design. The use of corrective exercise strategies (i.e. self-myofascial release, stretches and strengthening exercises) to improve the health and function of the major muscles that contribute to the above imbalances (i.e. soleus, gastrocnemius, quadriceps, hamstrings, hip-flexors, gluteals and erector spinae group) should also be included.

Footwear

Discussing footwear choices with clients is another way to help address problems with dorsiflexion. Popular shoe choices, such as running shoes, high heels, dress shoes and work boots often exacerbate the musculoskeletal imbalances discussed

What causes lack of dorsiflexion?

There are four common movement dysfunctions that can factor into a lack of dorsiflexion in the ankle joint. They are overpronation, lack of hip extension, lack of knee flexion and a lack of hip flexion.

Overpronation

One of the most common causes of a lack of dorsiflexion is overpronation.

Overpronation is characterised by a collapsing inward of the foot toward the midline of the body (Kendall et al, 2005). As previously discussed, the ankle joint (i.e. talocrural joint) can only move up and down (i.e. dorsiflex and plantar flex). Therefore, when overpronation (or excessive motion toward the midline of the body) occurs, it happens in the structures below the ankle (i.e. subtalar joint just below the ankle, the heel bone and the foot). The collapse of these foot/ankle structures sideways impedes the ability of the ankle joint to move up and down and limits dorsiflexion as a result (Lynch, 2002).

The functioning of the gastrocnemius and soleus muscles is also disrupted by overpronation. These muscles attach to the heel (via the Achilles tendon) and are pulled out of alignment when the heel collapses (i.e. during overpronation). The dysfunction of these muscles further restricts ankle motion as the loading of these muscles (i.e. stretching while the foot is on the ground) is essential to promoting dorsiflexion.

Lack of hip extension

When a person is walking or running, one leg must travel behind the body as the other comes forward. As the leg travels behind the body (i.e. goes into hip extension), the shin bones should travel forward over the foot (i.e. dorsiflex) (see Figure 3). If a person is unable to take the leg behind the body effectively, this can inhibit dorsiflexion of the ankle (Price & Bratcher, 2019).

Musculoskeletal imbalances in the lumbo-pelvic hip region (e.g. an anterior pelvic tilt), the position of the hip socket, and the health of the surrounding structures (e.g. if they are dysfunctional and/or inflexible) are all issues that can limit the ability of the hip to extend and of the ankle to dorsiflex.

A lack of hip extension can also be caused by chronic shortening of the hip flexors, the rectus femoris (a quadriceps muscle that originates from the pelvis) and/or the adductor muscles. As such, the health and flexibility of these specific muscles must be assessed and addressed as part of any corrective exercise program designed to improve dorsiflexion and decrease ankle pain.

Lack of knee flexion and hip flexion

Movements such as squatting and lunging are closed chain movements of the lower body (i.e. when the foot is in contact with the ground) that require the ankle, knee and hip to bend together in a coordinated fashion (see Figure 4). If the knees are unable to bend (i.e. knee flexion) and/or the hips are unable to bend (i.e. hip flexion) effectively as the ankle bends, a lack of dorsiflexion can result (Price & Bratcher, 2019).

Tightness, restrictions and adhesions in the soleus muscle and quadriceps can limit knee flexion. Similarly, inflexibility of the gluteal complex, erector spinae group and hamstrings can restrict hip flexion. As such, all of these muscles must be targeted as part of an ankle rehab/prehab program, because when these muscles are working correctly to enable knee and hip flexion, they will ultimately promote better dorsiflexion (and function) of the ankle.

Ways to improve dorsiflexion

The body adapts and responds to its environment and the stresses that are placed upon it. Therefore, you should look to both exercise and non-exercise related

FIGURE 2: Examples of plantar flexion and dorsiflexion



above and further limit dorsiflexion. Shoes such as these with an increased heel height (i.e. the typical running shoe) (see Figure 5) actually put the ankle into plantar flexion (i.e. tip the foot downward) and restrict dorsiflexion. More neutral soled shoes (i.e. a similar sole height from front to back) are a better choice for promoting dorsiflexion and restoring ankle function.

Similarly, shoes with a narrow toe box limit dorsiflexion because they do not allow the toes to spread out (see Figure 6). Compression of the toes decreases the overall surface area of the forefoot, and subsequently, the ability of the foot to accept the weight of the body from above. As such, the foot and ankle collapses inward (i.e. overpronates) rather than transferring forward over the foot (i.e. into dorsiflexion).

Therefore, appropriate footwear recommendations to increase dorsiflexion include shoes with a more neutral sole and a wide toe box (Price, 2014). However, always consider the first rule of any exercise program when recommending a change in shoe type (i.e. gradual progression) to make sure that the modifications you suggest are introduced slowly into your client's program.

Ankle pain is a common problem that affects almost all of us at one time or another. Understanding that the underlying causes of ankle pain can result from dysfunction almost anywhere in the kinetic chain (and knowing how to address these problems) will not only help you and your clients alleviate their symptoms of ankle pain, but improve the function of their entire body. **N**

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Justin Price

Justin is the creator of The BioMechanics Method Corrective Exercise Specialist Certification powered by Australian Fitness Network

(Fitness Australia-approved). The BioMechanics Method is the fitness industry's highest rated specialty certification with trained specialists in over 70 countries. Click the link to find out more about how to become a corrective exercise specialist in The BioMechanics Method so you can help people alleviate their pain, move better and exercise without limitations. [SB](#)

FIGURE 4: Hip Flexion, Knee Flexion and Dorsiflexion



FIGURE 5: Neutral soled and shoes higher in the heel

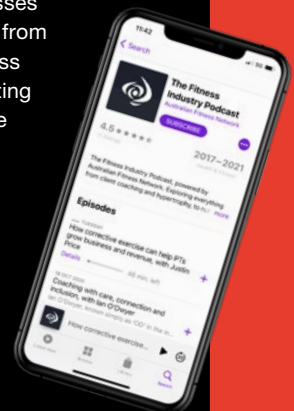


FIGURE 6: Shoes with a narrow and wide toe box



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- ▶ Going online: 7 lessons learnt from the shift to virtual PT [p27]
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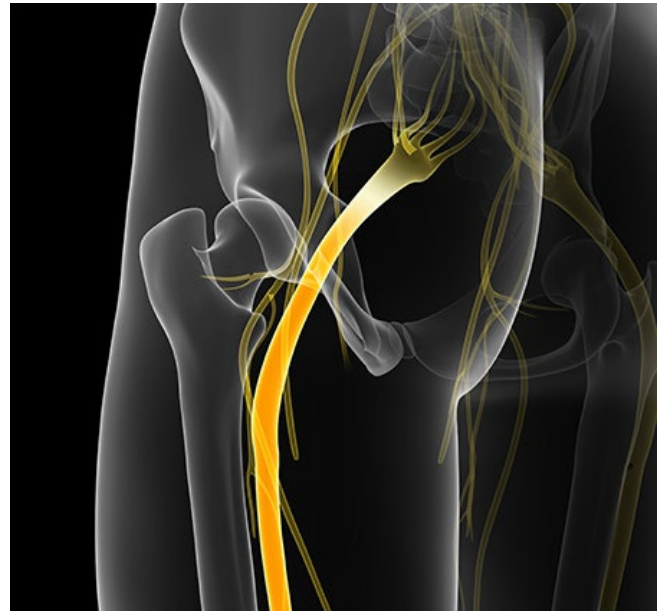


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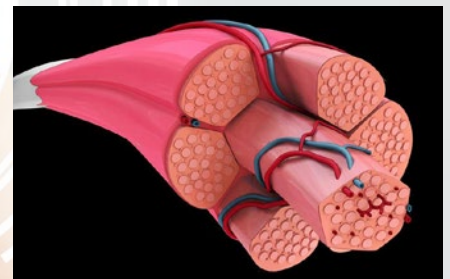
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Shhhhhh! Gym secrets activewear

Launched in 2017 by Melbourne mum, Sara, Gym Secrets Clothing has hit its stride with the introduction of matching activewear for mums and minis.

Believing that lack of self confidence, self acceptance and self motivation as adults comes from our junior years, Sara established Gym Secrets to empower women, and now their children, to feel confident in their own skin and make exercise a norm in the household.

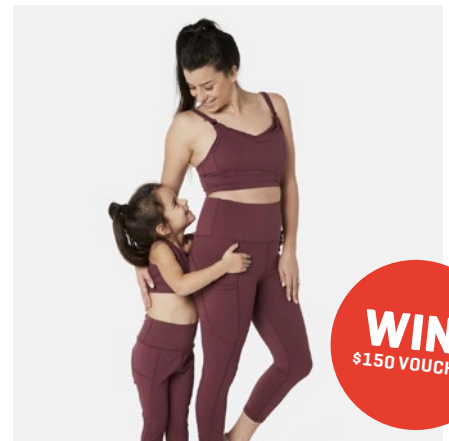
This year the brand launched its first ever low-impact nursing sports bra with matching high-waisted tights. All Gym Secrets Clothing

products are designed to mix and match, and are sold separately, though the Bundle packages are ideal for active mum and mini duos. The range has been recognised for being squat proof, compression-like and comfortable during all stages of pregnancy.

Until 31 October you can save 25% with the code FITNESS25 and receive FREE express shipping on orders of \$120 or more.

For your chance to win a \$150 voucher to spend on your choice of Gym Secrets Clothing, email editor@fitnessnetwork.com.au and tell us in 50 words or less why you want in on the secret!

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Stick to workouts with iPhone 12 magnetic mount

In today's climate, it's more important than ever that your clients are properly set up to maintain their fitness routines from home.

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OPTIMISE YOUR FEMALE CLIENT'S RUNNING

WITH MENSTRUAL CYCLE-BASED TRAINING

Few female runners or coaches take the menstrual cycle into consideration when planning training, but by working with, rather than against, fluctuations in oestrogen and progesterone levels, you can structure training to optimise results, writes *Dr Jason Karp PhD*.



Atalanta, the Greek goddess of travel and adventure, was known for her athletic prowess that rivalled that of most men. Warned against marriage by an oracle, Atalanta came up with a plan to marry only a suitor who could beat her in a race, killing those who failed to outrun her. "I am not to be won till I be conquered first in speed. Wife and couch shall be given as prize unto the swift, but death shall be the reward of those who lag behind," she exclaimed in the Roman poet Ovid's *Metamorphoses*.

Many would-be suitors were beaten until Hippomenes fell in love with Atalanta and wanted to marry her. When hearing of the challenge, he was skeptical, but when Atalanta took off her outer garments for her next race, that was all he needed to send in his race entry. There was one problem, however. He knew he could not beat Atalanta, so he asked for help from Aphrodite, the goddess of love. Aphrodite provided Hippomenes with three golden apples to drop on the race course to distract Atalanta. During the race, whenever Atalanta pulled ahead of Hippomenes, he rolled one of the golden apples off the course, tempting a curious Atalanta to stop and pick up the fruit. Atalanta's frequent stops to

fetch the apples were just enough for Hippomenes to win the race and Atalanta's hand in marriage.

The menstrual cycle, which occurs monthly from a woman's first period (age approximately 11 to 14) until menopause (age approximately 45 to 50), holds information about how female runners should train for optimal performance.

The large fluctuations in the menstrual cycle's major hormones - oestrogen and progesterone - affect the female runner's hormonal environment and, therefore, her physiology and training.

Female physiology

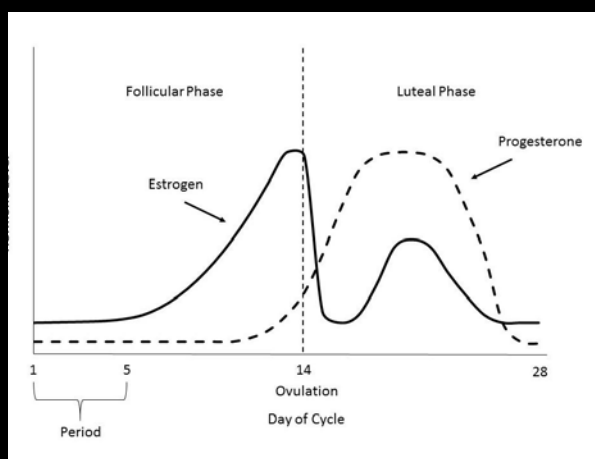
A textbook menstrual cycle is 28 days (but can last up to 35 days) and is divided in half by ovulation on day 14, as the egg is released from the ovary. Although the menstrual cycle is complicated, an easy way to think of it is that the first half - the follicular phase - begins with the period and is dominated by oestrogen; the second half - the luteal phase - begins with ovulation and is dominated by progesterone, although oestrogen is also elevated in the middle of the luteal phase. The luteal phase ends with the start of the period, and the cycle starts over again.

The follicular phase typically lasts 14 days but can last 11 to 21 days. Following the period, which typically lasts 3 to 5 days, oestrogen rises, peaking around day 14, right before ovulation, when it is 10 times the level it was at the beginning of the follicular phase. During the follicular phase, progesterone remains low.

The luteal phase always lasts 14 days. Progesterone rises after ovulation, while oestrogen drops before rising again toward the middle of the phase. The increase in progesterone, which, at its peak in the middle of the luteal phase, is 25 times the level it was during

the follicular phase, causes body temperature to increase to prepare for the fertilisation of an egg. If fertilisation does not occur, both oestrogen and progesterone levels decrease abruptly in the second half of the luteal phase.

FIGURE 1: Changes in oestrogen and progesterone across the menstrual cycle



Menstrual cycle fluctuations in oestrogen and progesterone have several effects that concern a female runner, including body temperature (which increases with increased progesterone), metabolism (which is shifted toward a greater reliance on fat with oestrogen), breathing (which increases from increased progesterone), and bone density (which decreases with reduced oestrogen).=

Menstrual irregularities

In a perfect physiological environment, the menstrual cycle will occur every month and always be the same duration. But that doesn't always happen, especially among women who train with high volumes and high intensities and have a low percentage of body fat. They often experience irregular or even absent menstrual cycles, which reduce oestrogen levels.

In response to heavy training, the first change in the menstrual cycle is a shortening of the luteal phase, followed by cycles without ovulation and, finally, cessation of menses, called *amenorrhea*, which is defined as having three or fewer periods per year, and results in constantly low levels of oestrogen and progesterone. An amenorrheic runner experiences an oestrogen-deficient state similar to that of a postmenopausal woman.

Consuming fewer calories than what is burned, rather than the stress of exercise itself, can be responsible for the loss of the menstrual cycle. Consuming enough calories to replace the calories burned from running can prevent amenorrhea. Therefore, if your clients run a lot, they need to increase the number of calories they consume throughout the day to keep up with the large number of calories they burn by running.

Any disruption to the menstrual cycle can cause a decrease in bone density, increasing the risk for osteoporosis and stress

fractures. Female runners with irregular or absent menstruation have significantly lower bone density than runners with regular menstruation and even compared to nonathletes, particularly at the lumbar spine.

An irregular menstrual cycle makes planning the training more complicated than when not having a menstrual cycle at all, because you can't predict the months that will have a normal cycle and the months that won't, unless the cycle is 'regularly irregular' and therefore predictable. If the cycle is 'irregularly irregular', you need to plan the training month-to-month or even week-to-week.

With no menstrual cycle, women can train without consideration to the hormonal environment, since oestrogen and progesterone won't fluctuate throughout the month. It's perfectly okay to run a lot without a menstrual cycle. However, in the face of a lack of bone-protecting oestrogen, you need to take extra precaution in regard to your clients' bone health, especially if they run a lot. Meticulously planning the training so that they avoid rapid increases in volume and intensity, calcium and vitamin D supplements, oral contraception to provide oestrogen, and intense strength training to increase bone density can all help mitigate the risk for bone injuries.

Training

Your female running client's training program must always be open to change, moving workouts around based on the menstrual cycle's hormonal fluctuations and on how she feels. However, few female runners or coaches take the menstrual cycle into consideration when planning training, in regard to both optimising the training and injury prevention. They tend to spend too much time working *in* their training rather than working *on* their training.

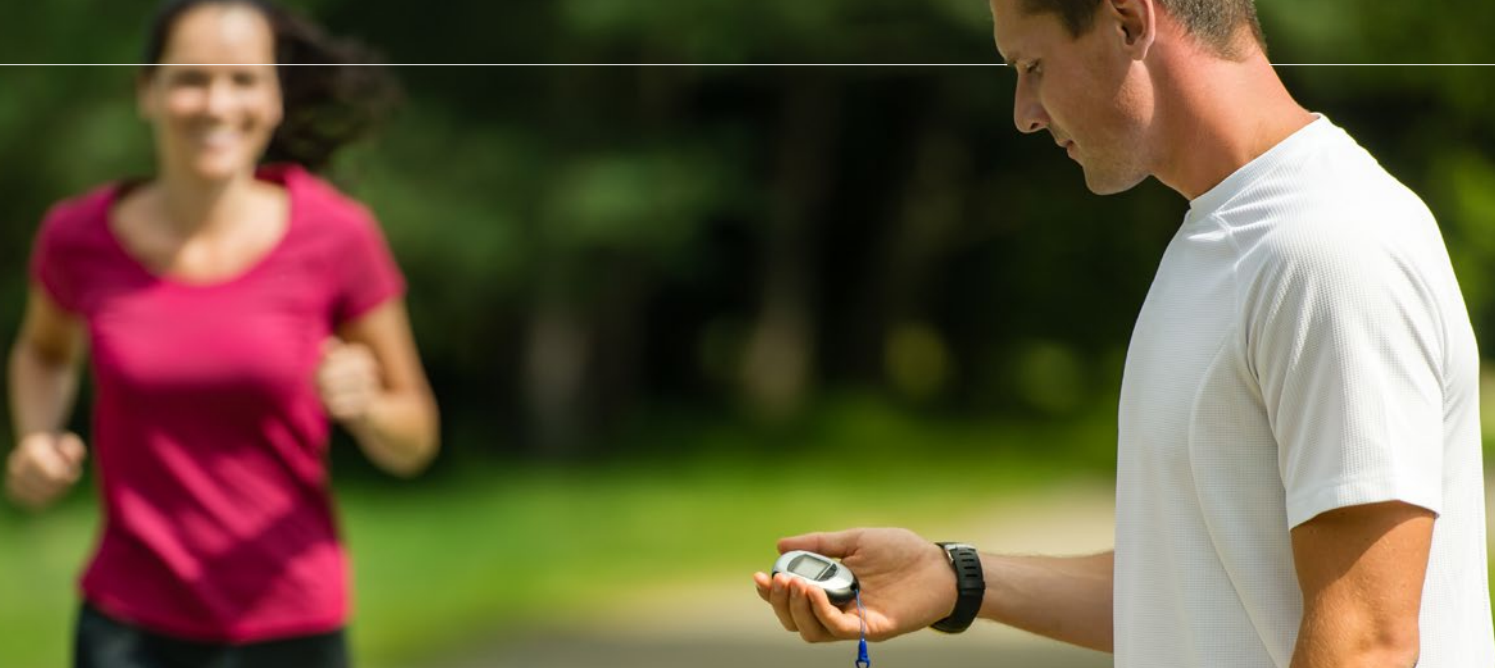
Working *on* the training means developing a system of training that is specific to female runners. It means developing a system that works. The menstrual cycle is that system. But, guess what? You don't need to create the system yourself. The menstrual cycle already exists. The system is already made for you! You only need to listen to it and follow it.

Before trying to get fancy or sophisticated with menstrual cycle-based training, the simplest (and most insightful) way to implement the system is to keep track of how your clients feel and perform during their normal training. Write down each day of their menstrual cycle, the data from their workouts, and how they felt during each run. After a few months of documentation, you'll likely notice a



THE QUICK READ

- Oestrogen increases reliance on fat, which makes females suited for endurance
- The best time of the month to push endurance training is when oestrogen is high
- The worst time of the month for endurance performance is when progesterone is high and during period
- Congregate the hard endurance training during the oestrogen-dominant follicular phase of the menstrual cycle
- Be flexible with your female client's training; don't think you must stick to a strict plan.

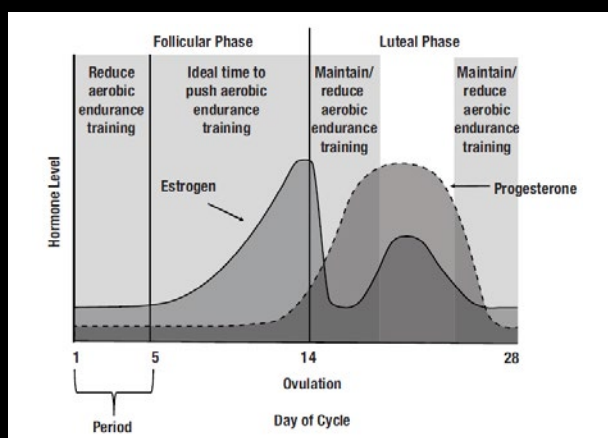


pattern. While harder workouts may be more challenging during their period, easy running may actually improve their mood and alleviate physical symptoms associated with their period.

Once you have the pattern, organise their training around the menstrual cycle so that they run more and harder when they feel good, and less and easier when they don't feel good. That may sound simple, but most runners like to stick to a training plan, rather than be flexible, with their plan being fluid. To squeeze the most out of their training, your plan should be fluid, working with, rather than against, their physiology.

Plan increases in training volume to coincide with the follicular phase (especially week 2), when oestrogen is high. Refrain from increasing (or slightly reduce) weekly mileage during their period and at times of the month when oestrogen is low - early and late luteal phase (early in week 3 and late in week 4). Avoid challenging workouts around their period, especially if they don't feel well or if they have major cramps or feel bloated (bloating occurs from the rapid drop in progesterone as women transition from the luteal phase to the follicular phase).

FIGURE 2: Menstrual cycle-based training

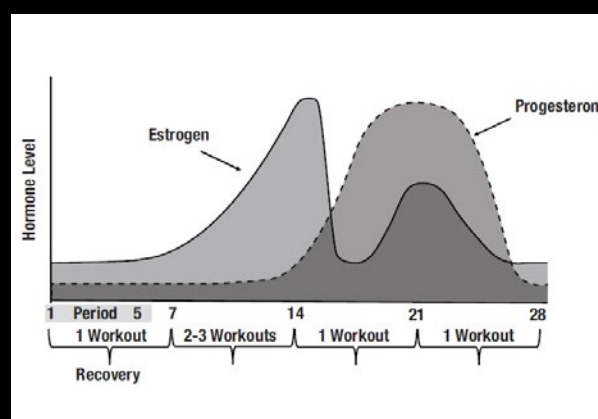


The intensity of training can also be planned according to the menstrual cycle. For example, if your client has a 28-day cycle starting on Monday, and her period occurs on days 1 to 3 (Monday to Wednesday), plan the hard workout, like a long tempo run or intervals, in the second half of the week to avoid her period. If two workouts are planned that week, schedule them either on Thursday

and Saturday, Friday and Sunday, or Thursday and Sunday, or use a block periodisation model, in which you congregate the stress with two to three hard workouts during the oestrogen-high week 2 of the menstrual cycle, and just one hard workout the week of her period and the other two weeks. This block periodisation approach also works well if her period lasts five days (Monday to Friday).

You can also plan one hard workout the week of her period and two hard workouts each of the other weeks. If your client is not adversely affected by her period and doesn't experience much discomfort or cramping, you can always experiment with hard workouts during her period and keep track of how she responds.

FIGURE 3: Menstrual cycle block periodisation



Use the science of the menstrual cycle as your guide to create the basic structure of your client's training, and manipulate the details based on how she feels. With time, unless a client has an irregularly irregular cycle, you will likely notice patterns that you can use to plan and manipulate her training. And if she trains smart enough, she may even be able to beat Atalanta in a race... without having to roll a golden apple to distract her. **N**



Dr Jason Karp, PhD MBA

Jason is founder and CEO of the women's-specialty run coaching company, Kyniska Running (kyniskarunning.com). He is also an award-winning coach, exercise physiologist, and author of 12 books, including *Running for Women*. His REVO₂LUTION RUNNING™ certification has been obtained

by coaches and fitness professionals in 25 countries.  



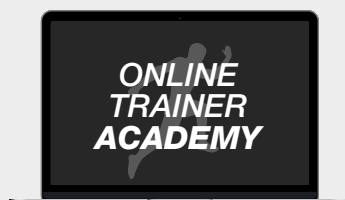
ANYBODY ON INSTAGRAM CAN SAY
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Training clients online has become standard practice for personal trainers. However, many PTs have essentially been 'winging it' in an attempt to transition face-to-face skills to the new medium.

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3 OF 5 ARTICLES

GOING ONLINE LESSONS LEARNT FROM **THE SHIFT** **TO VIRTUAL PT**

A shift to online coaching not only opened personal trainer *Susy Natal's* services up to new clients, it helped her gain some valuable insights into small fitness business operations that will benefit any PT.

The past year has demonstrated the value of setting up online services for at least a fraction of your personal training business model. Online coaching is its own beast, and the need for in-person training is never going to disappear entirely. However, life is unpredictable, and adaptability will best position your business for maximal success. There are also several ways in which elements of online coaching can further bolster the quality of your face-to-face services.

1 Start small, start familiar

One of the most common concerns that in-person trainers usually have about shifting to online is where the clients will come from. Typically, face-to-face clients predominantly come from either referrals from existing clients, or from the membership base of the gym at which the trainer works.

As with many other things, starting with what you already have and starting small is the best first step. Choose a handful of your existing face-to-face clients to be your first intake of online clients. These clients will be more honest in their feedback and more understanding of the learning curve you are on.

2 Decide which clients to invite

Not every client will be well suited to online training, but some will actually be better suited to this mode than they are to traditional face-to-face training. When you start inviting existing clients to participate in online training, select clients who:

- are already more independent and advanced
- find it difficult to get to the gym at times when you deliver in-person training
- struggle to financially commit to regular face-to-face sessions.

All of these clients, for quite different reasons, would take well to a conversation around shifting to an online service. These are also all

clients who, for the very same reasons, are sometimes the most likely to drop off from a face-to-face service.

3 Sell the advantages of online

Online services are typically more affordable than in-person services, can be rolled out to anybody, anywhere and, while they don't have you showing up in the moment next to a client, do increase your accessibility. Set up well, this can actually be conducive to more effective communication with clients, allowing you to have greater influence on their lifestyle factors - those elusive 'other 23 hours' where most damage to goals is done.

Communicating all these advantages to your clients will help them feel at ease, but you should also ensure - unless you intend to transition entirely to online services - that they don't feel obliged to be one of your first cohort, particularly because you will make mistakes in the early days. Be prepared for things to go wrong and prepare your clients for this as well. This is another reason why it's helpful to keep to small numbers and to people who already know you for what is, essentially, the 'Beta testing' phase of your new venture. Doing so will make any need for sudden changes to how you operate more of a quick scramble and less of a complete meltdown. It will also be easier to encourage this small, familiar cohort to provide you with feedback - information that will be beyond valuable, as they can tell you their roadblocks and frustrations far better than you will be able to predict them.

4 Get your systems in place from the outset

Though it may be tempting to 'wing it' at first to see what type of systems you might need, it's best to take a more professional approach from the outset. Don't wait until you have larger client numbers to set up systems: start immediately so that you are able to create structure for how you run the service and to respond proactively.



The amount of information involved in interactions with clients within an online structure is huge, so systems and applications will be necessary to contain everything. This will range from where clients chat with you and how their programs are delivered to them, to what their formal check-in process looks like and how you provide them with feedback, among other things.

5 Set boundaries and expectations

While the speed and ease of communication enabled by apps and other online platforms is advantageous, it can also potentially be problematic. It is important to set boundaries and expectations with your clients so that you are able to provide a top-quality service without drowning in alerts and notifications.

While some day-to-day chat will be necessary and reasonable, it's a good idea to create a structured check-in process with deadlines for your clients, so that they know when and how they are supposed to provide certain pieces of information to you. This helps them to organise their thoughts and prompts them to prioritise the details that you actually need to know about the most. It also creates predictability around the influx of information, so that you are able to organise your workload across your working week.

6 Grow your base of online clients

If you plan to expand your online services, you will need to look beyond your existing face-to-face clients. Just like on the gym floor, word of mouth goes a very long way, but outside of this you will need to look at online ads and social media. It is worth mentioning that a massive social media following is largely unnecessary to succeed as an online coach. If you focus on doing a great job, delivering a high-quality service and nurturing your existing client relationships, you will minimise drop-off, which largely reduces the need to go looking for new clients in the first place.

Realistically, if you are training more than 50 or so clients, you are probably stretching yourself too thin and not providing your best possible service. It goes without saying, therefore, why you might not need 100K followers on Instagram in order to fill your books. On your social media, focus on providing value: quality information leads to quality engagement, which sparks quality relationships with potential clients. Heaps of Likes might make you look cool, but do extraordinarily little for your business or reputation.

7 Strive to train your ideal clients

Online coaching opens you up to the option to work with almost anybody, anywhere on the planet – but that doesn't mean it's a good idea to do so. For the benefit of everyone concerned, you should always aim to work with a clientele of 'ideal clients'. Your skills as a trainer will already somewhat guide this, but who you are as a person will largely dictate who your ideal clients are. As a personal trainer or coach you work very closely with your clients, so the greatest successes will always arise when the interaction is genuinely enjoyable for everybody and imbued with mutual trust.

The more of yourself that you put into your content – your story and your value system – the more you will attract people who see the world in a similar way. This matters just as much as your ability to coach movement patterns, because the art of coaching is to be in a client's corner and to serve as guide and support through their decisions and discoveries around self-care. Clients who feel that they are in a safe and trustworthy partnership with their coach, therefore, will always obtain the best results and have the most rewarding and fulfilling experience. **N**





THE QUICK READ

- Start small and start with some of your existing face-to-face clients who already know and trust you
- While online services do not have you physically present, the communication can work in your favour as you are able to be more involved in the lifestyle factors around health, 'the other 23 hours' as they are known in the fitness industry
- Set up systems and apps to manage your services straight away
- Be proactive with creating structure and with setting boundaries and expectations with your clients around communication and timelines.
- Quality saves you from drowning in the numbers game: a quality service will minimise attrition and quality social media content will nurture quality engagement and lay the foundation for relationships with potential new clients who value your knowledge.



Susy Natal

Susy is an online fitness coach, wellness writer and performance coach. She has previously studied a Bachelors in Psychology and a Diploma in Coaching, and typically

addresses health and wellness goals with an integrated approach. Working online with training clients from around the world, she focuses on lifestyle factors to nurture deeper and long-term change. She also works with fitness professionals in general business coaching and on branding, communication and writing skills.  



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- Enhance audio quality
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- Review video conferencing apps

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CECs/CPD

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ABOUT THE COURSE CREATOR



MATTHEW BOULOUS

During more than a decade coaching with the Australian Institute of Fitness (AIF), Matthew Boulous has taught almost 4,000 personal trainers. During the COVID-19 period, he led a team of Coaches delivering comprehensive livestreamed training to hundreds of students via virtual platforms. As a strength and conditioning coach, he has almost 20 years' experience working with teams from the NRL, AFL and A-league, and he has also rehabilitated injured clients in his capacity as an exercise physiologist.

NEW NETWORK COURSE



DEEPEN YOUR UNDERSTANDING OF FUNCTIONAL ANATOMY WITH THE BODYMAPPER

Network now offers online courses from The BodyMapper, designed to help fitness professionals gain a deeper understanding of the human body.

By using The BodyMapper's unique Multi-Sensory Learning System, you'll expand your knowledge of anatomy and physiology and gain insights that will enable you to educate your clients too.

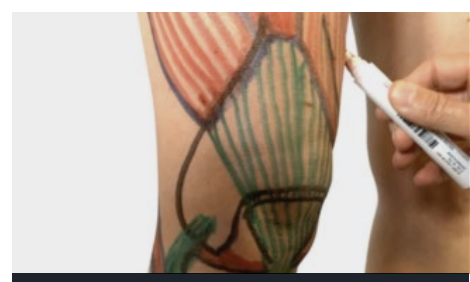
Since 1996, The BodyMapper courses have made functional anatomy into an art form. Choose from courses focusing on the hip, knee and ankle, or complete all three to gain a thorough understanding of how all these joints of the lower body are influenced by the multitude of muscles around them.



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BodyMapping: The Ankle

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FIND OUT MORE AND ENROL HERE





NUTRITION TIPS FOR BETTER SLEEP

If you or your clients struggle to sleep well, exercise can certainly help - but, as always, nutrition also has a role to play in enhancing results. Dietitian *Tara Kaff* looks at what we can do to achieve more restful shuteye.

If you feel as though you're forever chasing that elusive eight solid hours of sleep, you're not alone. In 2021, only around a quarter of Australians¹ surveyed reported getting that much sleep each night. As a fitness professional you appreciate the role that exercise can play in encouraging better sleep, but nutrition also fits into the equation.

The following factors are worth considering if you, your clients or members regularly feel tired and lacking in energy due to insufficient or poor quality sleep.

Total daily calorie intake

The amount we eat in a day can affect our sleep. Studies have shown that if you continuously have a high calorie intake, there is an association with shorter sleep durations.

On the other hand, if you are in a long-term severe calorie restriction, this can also affect sleep. Studies revealed that being in too low of a calorie restriction can lead to poor sleep quality and a reduction of deep sleep.

Clearly, energy consumption is something of a balancing act. Finding that happy medium can be challenging, but it's important to fuel correctly. It's important to note that being in a slight calorie deficit does not have effects on sleep, the effects start to show when you are in a severe calorie restriction. Clients should, therefore, be consuming within, or only very slightly below, the recommended range for their age, gender and activity levels. This can be worked out for each individual using their BMR and PAL.

Low GI vs. High GI carbs

Glycaemic index is a ranking system that ranks particular foods and drinks according to how quickly they raise blood sugar levels or blood glucose levels. You're no doubt familiar with the terms 'simple' and

'complex' carbohydrates. This is a similar concept, but glycaemic index is a more intricate system than categorising foods into two simple categories.

The lower the GI, the slower the carbohydrates are absorbed, causing



THE QUICK READ

- Eating too much or too little can affect duration and quality of sleep
- Research has found that a high GI meal post-exercise can extend sleep duration, improve sleep efficiency and reduce the amount of time it takes to get to sleep
- A large or fatty meal eaten close to bedtime can result in incomplete digestion, gut discomfort and disrupted sleep
- Caffeine stays active for up to eight hours, so it's advisable to avoid consuming it for this duration prior to bedtime
- Increasing consumption of tryptophan - an amino acid that contributes to the production of the hormones melatonin and serotonin - can promote improved mood and better sleep.

the blood sugar level to rise slowly in comparison to high GI carbohydrates that raise blood sugar levels a lot quicker. We should note, this system does not determine how healthy foods are: you can have healthy, nutrient dense foods that are high GI. Both low GI and high GI have a time and a place in a healthy diet.

A study completed in 2018 (Vlahoyiannis et al²) investigated the effect of glycaemic index on sleep quality and quantity. The main findings revealed that a high GI meal post-exercise extended sleep duration by 17%, improved sleep efficiency by 8.1% and reduced the amount of time it took to get to sleep by 4-fold, compared to a low GI meal after exercise.

Examples of high GI food choices can be baked potatoes, watermelon, wholewheat bread, wholewheat cereal, oatmeal and muesli. If you're looking for a small snack pre-bed, a smoothie with oatmeal, milk and a scoop of protein powder is an example of one that would keep you fuller for longer.

Eating large meals too close to bedtime

More research needs to be done in this area, but you've undoubtedly heard that you shouldn't eat large meals too close to bedtime. Why is this the case? It takes the body longer to digest a large meal; therefore, if your body is focusing on getting to sleep rather than digesting your food, your food may go undigested or partially digested. This can lead to gut discomfort which disrupts your sleep. Additionally, it is quite common for someone to get heartburn by lying down in bed straight after a big meal.

High fat evening meals

While large meals may negatively impact sleep, so can high fat meals. Like large meals, those high in fat take the body longer to digest, and therefore have a similar effect in terms of discomfort and interrupted sleep.

Bedtime bulking up

What should you do if you are trying to achieve gains and you're supposed to eat before bed? As a sports dietitian, I always recommend having a small snack pre-bed when trying to put on size. A small snack rich in protein will do the trick – this may even have an effect on your body's tryptophan levels (see below for more on this). A good night time snack might be a protein shake, protein yoghurt or some cottage or ricotta cheese with berries.

Good sleep hygiene

Sometimes, poor quality sleep has absolutely nothing to do with the food you are consuming. It could simply be a case of poor 'sleep hygiene', or your sleep habits. Here are a few tips and tricks to improve sleep hygiene.

- Go to sleep and wake up at the same times every day
- Listen to your body, and sleep when you're actually tired
- Keep your bedroom at a lower temperature, but be sure to keep hands and feet warm
- Avoid screen time for at least 30 minutes before bed
- Invest in a good mattress.

Afternoon caffeine intake

Caffeine has a life of 6-8 hours, so it is recommended to not consume any source of caffeine for this amount of time before sleep in order to reduce risk of encountering sleep problems. If



you are a 10pm sleeper, for example, avoid caffeine consumption after around 2-4pm. A lot of people say "Oh, but I drink coffee in the afternoon and I get to sleep fine". It's not just about the time it takes you to get to sleep, however, it's also about how it affects the quality of that sleep.

Of course, having a warm drink before bed can be a soul soother, but that doesn't mean that coffee, black tea or chocolate drinks are a good idea. There are numerous alternative options to choose from, such as decaf herbal teas like X50 SLEEPY that are formulated with a tea blend to help put you in a relaxing state and shut your eyes. Some well-known herbs that have been found to have a positive impact on sleep are valerian root, chamomile, linden flower and lavender.

Tryptophan in the diet

Tryptophan is an amino acid that is known to have an effect on our happy and sleepy hormones. It can be converted into a molecule called 5-HTP (5-hydroxytryptophan), which is used to make serotonin and melatonin. Melatonin is the hormone that essentially manages your wake-sleep cycle and serotonin can have an effect on sleep, cognition and mood. Increasing the level of tryptophan in your diet can therefore promote better sleep. Some foods that contain tryptophan include chicken, eggs, salmon, oatmeal, milk and banana.

The holy grail of eight hours of good quality, uninterrupted sleep need not be a dream. Experiment with some or all of these factors to see whether you can positively impact your sleep and, consequently, enhance your mood and energy levels. **N**

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Tara Kaff, APD BNutrDiet

Tara is a Sydney-based Accredited Practising Dietitian and Sports Nutritionist specialising in sports performance-based nutrition. She is Head Sports Dietitian & Product Development Manager at healthy nutrition company X50 Lifestyle Australia.   

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RECIPES: SPRING 2021

SPICE UP YOUR LIFE

As Spring arrives, *Teresa Cutter, The Healthy Chef*, cooks up a vibrant fish dish and bakes some deceptively healthy biccies.



Steamed white fish in ginger + turmeric

This combination of delicate protein, fresh herbs and warming spices makes for a beautifully fragrant and satisfying dish that's equally perfect as a weekend lunch or a quick weeknight dinner.

Serves 2

Ingredients

- 1 tablespoon fresh galangal or ginger, grated
- 1 tablespoon turmeric, grated
- 2 cloves garlic, smashed
- 1 tablespoon tamari soy sauce
- 2 tablespoons olive oil
- generous pinch of ground black pepper
- 2 x 200g white fish fillets (wild snapper or any white fish of your choice)
- 1 lime
- 1 bunch coriander - leaves and stalk finely chopped
- ¼ cup water or coconut water (if braising)

Method

1. Combine ginger or galangal, turmeric, garlic, tamari, lime juice and olive oil in a bowl. For a smoother paste, I love using my mortar which combines the ingredients perfectly.
2. Fold in the finely chopped coriander root.
3. Add the fish fillet and coat well.

4. Wrap the fish individually using baking paper, foil, or banana leaf. Make sure it's well sealed and shaped into a lovely neat little pocket.
5. Place the wrapped fish in a steamer, steam for 10 minutes until cooked through and remove from the heat.
6. Serve immediately with your choice of salad or vegetables.

Notes and inspiration: Feel free to use saffron in place of turmeric. Add *monte au beurre* or coconut cream right at the end for a richer, more decadent sauce. Vegetarians can use organic silken tofu or tempeh in place of the fish. You can also wrap the fish in banana leaf if you can get it, making for a beautiful presentation. If you don't have a steamer, you can also braise the fish in a frypan, adding a little splash of coconut water and then adding a lid to enhance the steaming effect.



The world's healthiest chocolate chip cookies

The recipe name may deceive you into thinking they can't possibly be delicious, but the taste might deceive you into thinking they can't possibly be healthy! Cast your doubts aside and become a believer!

Makes 12

Ingredients

300g (3 cups) almond meal/almond flour
125ml (½ cup) light flavoured olive oil
125ml (½ cup) pure maple syrup
2 teaspoons vanilla extract
100g good quality dark chocolate (between 70-85% cocoa), cut into small chunks.

Method

1. Preheat oven to 150°C (300°F).

2. Combine almond meal, olive oil, maple, and vanilla.
3. Mix into a soft dough - if your mix is too dry for any reason, add 1 tablespoon of water.
4. Fold in your chocolate, so it's evenly mixed through.
5. Form into small cookies, using a mini ice-cream scoop or spoon, and place onto a lined baking tray.
6. Garnish the cookie with a little chocolate or some flaked almonds.
7. Bake for 20 minutes or until golden.
8. Cool completely before devouring. Enjoy!

Photography by Paul Cutter. Recipes from the Healthy Chef App. Visit the Apple Store to download and start a free 7-day trial.



Teresa Cutter

Founder of The Healthy Chef, Teresa is an award-winning and classically-trained chef, author, nutritionist and fitness trainer. You can find more recipes, tips and products on her NEW Healthy Chef App, thehealthychef.com, cookbooks, eBooks, Facebook and Instagram.



NEW NETWORK COURSE



ONLINE COURSE

NEGOTIATE

COMMUNICATION AND CONFLICT RESOLUTION

To be successful in your fitness business you will, at times, need to negotiate. Whether with employers, employees, colleagues or landlords, different points of view will arise. The aim of negotiation is to mutually benefit both parties by compromising on matters of conflict.

This new course from fitness businesswoman and nationally accredited mediator Edwina Griffin teaches you how to manage the negotiation process in order to achieve the best possible result for you and your business.

LEARN HOW TO:

- Understand how effective negotiation can help reach agreement during conflict.
- Develop effective communication skills to aid in the conflict resolution process
- Understand personality styles to build better rapport and improve communication
- Conflict and dispute resolution processes for the workplace
- Better manage difficult conversations
- How to manage emotional states and positively influence the emotional states of others

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ABOUT THE COURSE CREATOR



EDWINA GRIFFIN

Edwina has worked in the fitness and wellness industries for over 25 years. After winning several business and fitness industry awards, she worked in training and operations roles for national franchises where she became passionate about improving workplace culture. A nationally accredited mediator, her company offers workplace health and wellness programs on leadership, emotional intelligence, mindfulness and negotiation.



HOW CAN EXERCISE HELP THOSE EXPERIENCING 'CHEMO BRAIN'?

Oncologist and clinical researcher *Dr Nick Zdenkowski* discusses 'chemo brain' and how exercise can benefit cancer patients affected by the condition.

A recent research study conducted in the US discovered that exercise can help breast cancer patients with 'chemo brain', a phenomenon that affects up to 75% of breast cancer patients whilst they are undergoing chemotherapy treatments.

Here, we look at the condition, the study's findings and their implications for cancer patients.

What is chemo brain?

Chemo brain is not easy to define because it affects people who have had chemotherapy for cancer in a variety of ways. Typically, it manifests as a mild but noticeable decline in cognitive functions, such as problems with short term memory, concentration and ability to find the right word or name.

Patients are often more aware of it than the people around them, making it difficult to measure. Generally, patients complain that they don't have the mental stamina that they used to, or cannot multitask. They might find it more difficult to remember where they parked their car at the shops or to recall the name of an acquaintance.

Whilst it is attributed to chemotherapy, there are a range of contributing factors, including the fact of the diagnosis of

cancer (along with the psychological/emotional impact); having had surgery (and anaesthetic); and, in breast cancer, the hormone blocking treatments that are often given to patients. The end result is greater morbidity and even premature mortality.

Why does it happen?

We do not know enough about why chemo brain occurs. There are thought to be multiple contributing factors, including direct damage from chemotherapy to brain cells and their connections, damage to the microscopic blood supply of the brain, anaemia, physical fatigue and accelerated brain ageing. This lack of understanding, along with the variety of causes, makes the design and evaluation of prevention and/or treatment challenging.

Does it subside after treatment has finished?

Unfortunately, it often takes a long time to improve, long after chemotherapy has finished. It may continue to improve for up to two years following chemotherapy before plateauing.

Some patients never return to the same level of function that they had prior to their diagnosis and treatment. This has an impact on family and social function, as well as employability. We have research showing that women who have chemotherapy for early stage breast cancer are less likely to return to paid employment and, if they do return, they work fewer hours. The lack of effective treatments is a major challenge.

Do all patients suffer from it?

Not every patient has chemo brain and it presents along a spectrum, from very mild up to debilitatingly severe. Research suggests that during chemotherapy, up to 75% of patients experience some sort of cognitive problems. Many of those will improve substantially after chemotherapy is finished if they have a course of chemo for early stage disease. On the other hand, patients with advanced or metastatic disease might remain on chemotherapy for a long time, so don't have the opportunity for their chemo brain to subside.

Patients who were in high functioning roles seem to notice the most impact, both in terms of their ability to perform the work itself and their ability to juggle the demands of work and family/social commitments.

Why does exercise help with chemo brain?

Exercise helps in so many ways to improve quality of life during and after chemotherapy, and, in fact, increases the likelihood of survival in many cancer types. As for chemo brain, it helps with physical and therefore mental stamina.

Loss of physical endurance, fitness and strength is also common with chemotherapy, and exercise reduces that loss. It helps create a better mood, reduces depression and anxiety, and aids sleep quality. All of these have an impact on cognition.

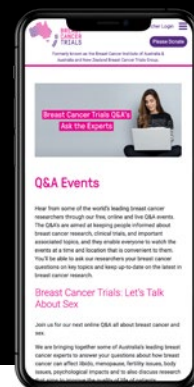
Exercise increases blood flow to the brain and minimises the microscopic blood vessel damage that can occur with chemotherapy. It also helps reverse the metabolic syndrome of high blood sugar/pre-diabetes and high cholesterol-related inflammation. We need to do more research into which of these components is the critical factor in the benefits of exercise, but it is likely to vary according to the individual patient.

What sort of exercise is best to help?

In short, any sort of exercise! To be more specific, it is best to get your heart rate up. International guidelines call for 150 minutes per week of moderate to vigorous intensity exercise for patients with cancer. While incidental exercise like walking to the shops is useful, it's just not as beneficial as when you start to feel like

BREAST CANCER LIVE VIRTUAL Q&A - 30 SEPTEMBER

Breast Cancer Trials, AUNZ's largest oncology research group, is hosting a free virtual Q&A on 30 September to discuss the impact of breast cancer treatments on body image and a patient's sex life. To register your interest and ask a question to the panel of experts, go to breastcancertrials.org.au/qa-events



you are working reasonably hard. That means breathing a bit faster, feeling the heart rate go up and breaking a sweat.

Cardiovascular exercise like walking, cycling, swimming; mind body exercise such as yoga and tai chi; and strength-based exercise such as resistance training are all good. Not every cancer patient will be able to participate at this level at all times, and it needs to be adapted according to ability during the chemo cycle as some days will require more rest. However, it will often be possible to do some exercise most days, especially with support from friends and family. A very valuable support is participating in an exercise physiology program tailored to cancer patients that is available at some cancer centres.

What other benefits does exercise have for people going through breast cancer treatment?

Exercise has so many benefits. Regular exercise reduces mortality from both cancer and other causes. It lifts the mood, improves sleep and translates into better functioning from day to day. It helps with tolerance of cancer treatments, meaning that the treatments are more likely to be completed, with greater chance of those treatments being beneficial.

Breast cancer treatments can weaken the bones, causing osteoporosis. Exercise like running, hopping, jumping and skipping helps reduce bone loss. It also often gets you out in the sunshine which can assist the bone-building effect of vitamin D and, of course, provides the social benefits of doing something with a friend.

For further information about breast cancer research, please visit www.breastcancertrials.org.au. **N**



Dr Nick Zdenkowski, BMed FRACP PhD

Nick is a medical oncologist and a clinical researcher. He treats patients with a range of different types of cancer, and has a special interest in the care of patients with breast and gastro-intestinal cancer.



ONLINE COURSE

CANCER AND EXERCISE**THE BASICS**

1 in 3 Australian men and 1 in 4 Australian women will be diagnosed with cancer before the age of 75 (*Australian Cancer Research Foundation (ACRF)). Would you be prepared if a client came to you and said they had cancer? Would you know how to adjust their exercise programme or simply even know what to say?

This course provides fitness professionals with a basic introduction to helping a client with cancer to exercise safely and effectively.

THE COURSE INCLUDES:

- Understand the basics of what cancer is and how it affects the body
- Understand why exercise matters for the person on their cancer journey
- Be able to plan a safe and effective exercise program for someone living with cancer
- Learn how to manage your own feelings around these issues

\$124

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ENROL HERE!**ABOUT THE COURSE CREATOR****MARION FOREMAN**

Marion is an experienced cancer nurse and a personal trainer with a Level 4 qualification in cancer rehabilitation. She runs circuit classes twice a week for people on their cancer journey. Marion also carries out the assessments for all patients referred to the 'Get Active' program run by a local charity.

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Network's Pilates courses equip you with the knowledge and skills to apply Pilates principles in personal training sessions, with clients of all ages and abilities.

Delivered 100% online, the six courses have been created by international Pilates instructor trainer Stephanie Glickman to meet the specific needs of personal trainers and group fitness instructors.

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**Pilates For Hips &
Shoulders**
9 CECs/CPDs



Pilates For Strength
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WHY DOES YOUR FITNESS BUSINESS NEED A WAIVER OF LIABILITY?

If you operate a fitness business you need to protect it with a Waiver of Liability, writes lawyer to the fitness and wellness industries *Cory Sterling*.

If you are operating your business without a comprehensive, personalised Waiver of Liability, you are walking on eggshells.

The fitness industry continues to change in response to pandemic restrictions. In order to survive and thrive in this evolving landscape, you must also change.

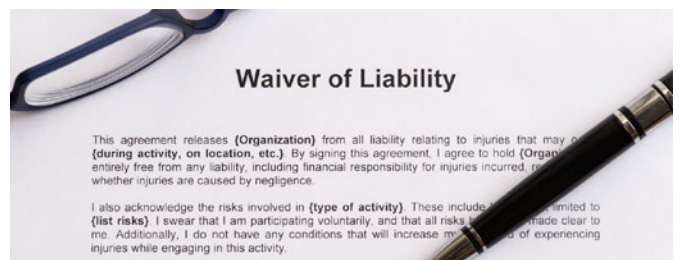
Whether you're hosting hot flow yoga at your local studio, fitness classes at your gym, teaching Pilates online or are the go-to massage professional in your community, you'll need a Waiver of Liability before working with your clients.

A Waiver of Liability protects your business from the vast majority of claims and lawsuits. In today's world, with Covid still running rampant, a Waiver of Liability is more important than ever: it's your number one defence against getting sued and being held liable.

Here's what you'll need to include in your Waiver of Liability to ensure it's up-to-date and enforceable.

What is a Waiver of Liability?

A Waiver of Liability is a legal document between you and your clients that outlines the inherent foreseeable risks of your activities/offerings/services and releases you (the business owner) from liability.



Do you need a Waiver of Liability for your business?

If someone gets hurt on your watch (e.g. during one of your classes, offerings or services), a professionally written waiver will protect you from liability (being sued). A Waiver of Liability is your frontline defence and will protect you from the vast majority of claims.

Can you cut and paste a waiver?

You may be wondering whether you can copy and paste a waiver from a similar business to yours, or whether you can use a generic waiver or DIY template downloaded from the internet. After all, you're not the first person to have run a personal training business.

Please don't do this. Ever. I say this with love.

While it may be tempting (because your business may be similar to others in the industry), your business is uniquely different and your waiver must be crafted to address your specific products and services. Your friend Sara may be a PT too, but she may not run outdoor HIIT sessions.

The problem with DIY contracts and generic templates is that they leave out key legal provisions. This will go against the legal requirements of a valid contract.



A Waiver of Liability is more important than ever: it's your number one defence against getting sued and being held liable.



Unless it is customised and professionally drafted, there is a high likelihood that your waiver will be unenforceable, which defeats the purpose of having one in the first place. Here's an analogy. Imagine I'm hiking Mount Everest. I'm a size 12 shoe. The hike goes great because I'm prepared with the proper equipment for my weight and size.

After, you decide to hike Everest, too. You're a size 8 shoe, and think you can just wear mine because they're just shoes after all, and what's a few sizes difference?

So what happens? Disaster. You can barely make it a few miles because snow is getting in your shoes, your toes are freezing, your heels are blistering and you can't grip the ground. You turn back, defeated, having learnt a lesson the painful way: you need shoes that fit your exact requirements. The same goes for legal contracts.

If you do not address the unique nuances, relationships and agreements specific to your business, you are entering dangerous territory.

It may be tempting to save money on a generic or DIY Waiver (or any legal contract for that matter.) And maybe you've heard other people in your industry do the whole copy and paste thing. However, it won't protect you in litigation (or avoiding litigation) which costs multiple thousands of dollars.

Doing the due diligence to spend a little upfront to ensure you are protected with proper legal documents is well worth the investment.

The 4 Key Requirements

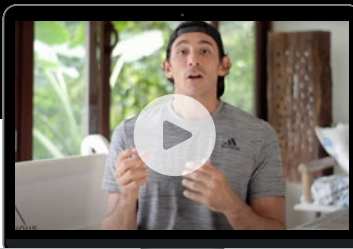
To be effective, a waiver needs to meet four key requirements. It must be:

- Clear
- Unambiguous
- Unequivocal
- Specific

- 1. Clearly define the activity you and your client will participate in:** what is your role in this activity and what does the activity entail?
- 2. Communicate the risks:** be open and honest in your communication, including what can go wrong in the course of the activity.
- 3. Client makes a choice:** does the client understand the risks

WANT MORE?

Want more info on what to include in your waiver of liability? Watch this short video of Cory explaining the key points in a waiver and click here to download the free chapter on waivers from The Yoga Law Book (also applicable to the fitness industry)



involved and voluntarily agree to engage in the activity?

- 4. Client signature:** have the client sign the waiver to waive future claims and release you from liability.

The key is to be open, honest, and clear. A waiver will not protect your business if it contains ambiguous terms. **N**



Cory Sterling

The founder of law firm Conscious Counsel, Cory is a lawyer, small business owner, group fitness instructor and yoga teacher. Conscious

Counsel specialises in working with fitness and wellness businesses around the globe, including in Australasia.



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RESEARCH REVIEW

WOULD YOU TRADE 35 MINUTES OF YOUR LIFE FOR A HOT DOG?

CEC
ARTICLE
5 OF 5 ARTICLES

We all know that certain foods are bad for us and others good, but a new study starkly reinforces this by allocating precise numbers to a huge range of foods.

Review by *Dr Mike Climstein, PhD & Dr Joe Walsh, PhD*



Title: Small targeted dietary changes can yield substantial gains for human health

Authors: Dr. Stylianou and colleagues (Department of Environmental Health Sciences, School of Public Health, University of Michigan USA)

Source: *Nature FOOD*, available free online here

Introduction: There is a good reason why I have never studied nutrition, dietetics, whatever you want to call it: I am not an embodiment of 'clean eating'. Sure, I surf, swim or go to the gym every day, but my morning snack at 7:30 am is either a couple doughnuts (cinnamon is my favourite), lamingtons, hot cross buns (when available) or apple scrolls... and of course, a glass of Coke at midday. I think you get the idea - there is clearly room to improve my diet. However, I adhere to the life mantra of work hard, exercise hard and eat what I like. This diet extraordinaire no doubt explains my higher than desired adipose level of 16.7%. On the bright side, however, my metabolic age is 20 years younger than my chronological age and my lipids are excellent, so my physical activity must be offsetting these indulgences!

In all honesty, except for the morning snacks, Coke and evening chocolate (did I omit to mention that above?), I believe I otherwise eat a very clean diet, as delusional as that may sound. Now, my colleagues are well aware of my 'food choices' yet are polite enough not to scold me for them. Joe has adopted a unique approach, by indirectly informing me how I am either adding or subtracting years to or from my life by what I eat, courtesy of a newly published article that is the subject of this issue's Research Review.

Dr Stylianou and her colleagues conducted a study in which they identified foods that either promote health (which they report in terms of life years added), or that reduce years from one's life. They developed a Health Nutritional Index (HENI) to quantify the health effects in minutes of healthy life gained or lost of almost 6,000 foods. The authors state that the overconsumption of foods detrimental to health, and an underconsumption of foods beneficial to health, account for more than 10 million disability-adjusted life years (ie., DALY, which is the number of years lost due to premature mortality).

Methods: The researchers used selected dietary risk factors and nutritional epidemiology and assessed adults aged 25 years and older in the USA for 15 dietary risk factors.

Results: The results were quite interesting; for example, a corned beef sandwich with tomato sauce and onion was found to reduce life by 71 minutes, whilst a hot dog sandwich reduced life by 35 minutes. The authors attribute this to the damaging effects of processed meat that outweigh the benefits associated with tomatoes and onions. On the bright side, a serving of sardines with a tomato sauce base added 82 minutes to an individual's life, while a peanut butter and jelly sandwich increased life by 33 minutes.

The article then describes hot dogs, breakfast sandwiches, burgers and red meat as being almost exclusively health negative, and nuts, peanut butter and jelly (jam to non-Americans) sandwiches, legumes, seafood, fruits, snack bars, ready-to-eat cereals and non-starchy vegetables as health positive.

Pros: This is a very interesting approach by the authors to quantify foods by 'plus or minus' minutes of healthy life. I can't imagine their results at this point in time being a requirement on all food labels, though perhaps this is the start of a new trend in food labelling? The authors also did an analysis on the environmental impact of the foods they analysed (e.g. water use in production, impact on global warming).

Cons: The reader is advised to be careful to interpret the findings with some good common sense. For example, if a food is identified as being healthy, then eating it exclusively at the expense of a balanced diet would be detrimental to health. Additionally, while this study is a very promising way to look at the foods we eat, we should remember that there could be errors or factors that are not adjusted for as it is a fairly novel analysis. In fact, a few of the rankings seem a bit surprising, so a degree of caution should be exercised. If a food that is being scored as particularly healthy, for example, does not seem to be healthy intuitively (some of the high scoring processed foods for instance), caution would be advised before significantly increasing the intake levels in the diet.

There are many papers that support the findings in Stylianou and colleagues' research. For example Budhathoki et al (2019) investigated animal versus plant protein on mortality in 70,000 Japanese adults. They found that animal protein has no clear association with total or cause-specific mortality. However, higher plant protein intake (by only 3%) was associated with a lower total and cardiovascular disease-related mortality. Furthermore, they reported that replacement of red meat protein (or processed meat protein) with plant protein was associated with lower total, cancer-related, and cardiovascular disease-related mortality. This lends credibility to Stylianou and colleagues' findings.

The results clearly illustrate the message that eating unhealthy foods can reduce your lifespan, while eating healthy foods can potentially increase it. This is the first time I have ever seen an article which attempts to quantify minutes of life added or lost based upon specific foods consumed. I am reluctant at this point to never eat a hot dog or burger again as there are plenty of long lived Americans, the country with the highest annual meat consumption per capita (followed closely by Australia) - though of course the USA does have a very high obesity rate (more than one in three people are obese).

Although the accuracy of the allocated minutes may be debatable and impossible to accurately quantify, having these numbers so starkly asserted does beg the question, would you risk trading 35 minutes of your life for a hot dog? Food for thought indeed. **N**



THE QUICK READ

- Researchers conducted a study in which they identified foods that either add duration to your life, or take it away
- The researchers used selected dietary risk factors and nutritional epidemiology and assessed adults aged 25 years and older in the USA for 15 dietary risk factors
- Some of the results were quite surprising, with some everyday food items deemed to reduce life by over an hour and others adding similar duration
- Processed foods and red meat were generally categorised as unhealthy while plant-based foods, cereals and seafood were deemed to be life-adding.

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Stylianou, K., Fulgoni, V., & Jolliet, O. (2021). Small targeted dietary changes can yield substantial gains for human and environmental health. *Nature FOOD*. 2:616-627.

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Assoc Prof Mike Climstein, PhD
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Dr Climstein is one of Australia's leading Accredited Exercise Physiologists. He is a faculty member in Clinical Exercise

Physiology, Sport & Exercise Science at Southern Cross University (Gold Coast). 



Dr Joe Walsh, PhD

Joe has worked in a number of large international research teams with study findings presented around the world. In addition to working in the

university sector, he is a director of Sport Science Institute. 



WHAT IS...?

RECOVERY LAB

A growing chain of dedicated recovery studios promise to not only help athletes and fitness practitioners feel better, but also understand how their performance and wellbeing can be improved.



Developed by former AFL umpire Matt James, Recovery Lab is a dedicated sport and exercise recovery facility, with locations currently in Victoria and Queensland. It was established to help people recover better, perform better and cope better with the demands of physical training programs, as well as the demands of everyday life.

Recovery Lab offers a convenient and relaxing studio space with a range of scientifically tested recovery modalities, all housed under one roof. These products and services include NuCalm, infrared saunas, compression boots, ice baths, compex (EMS) and massage guns. This 'one stop recovery shop' has the aim of enabling athletes and everyday fitness clients to train harder for longer, reducing injury risk and stress levels.

James developed the Recovery Lab concept after many years of witnessing athletes and fitness professionals struggle with performance issues due to a lack of proper recovery routine following injury. While many athletes understand the importance of structured, specific fitness training, not all appreciate the need for recovery programs to have the same level of detail. The 'lab' corrects this imbalance by offering an environment and tools optimised for physical and psychological rest and recovery.

Curated with expertise in the fields of both fitness and recovery, Recovery Lab lists the benefits of its treatments as including reduced muscle soreness, improved blood circulation, increased breakdown of lactic acid, reduced fatigue, detoxification and a better quality of sleep.

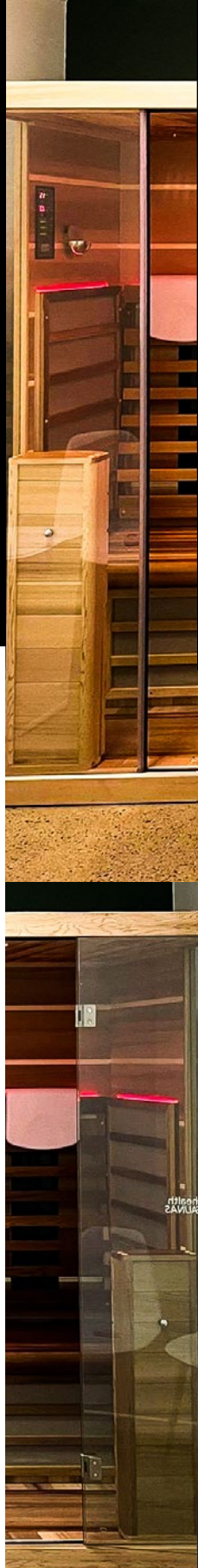
The business model offers one-off bookings as well as memberships. Having both their Victorian studios closed for extended periods during lockdowns, Recovery Lab has also adapted to the changed operating environment by implementing a compression boot rental service.

If you train elite athletes or dedicated clients seeking to improve their performance or relieve stress, Recovery Lab could be a smart way of complimenting their training, with the business claiming that 'you will not only feel better, you'll also understand how and why your performance and wellbeing can be managed, improved and optimised'.

Recovery Lab currently has locations in Townsville QLD and Windsor VIC, with a new studio due to open in Richmond VIC this spring. **N**

MORE?

For more information visit recoverylab.com.au or check out the socials at facebook.com/RecoveryLabWindsor and instagram.com/recoverylab.hq



ONLINE COURSE

SCIATICA: SYMPTOM OR CONDITION?

TRAINING FOR THE FITNESS PROFESSIONAL

Sciatica is a symptom, not a condition. So what is sciatica and what are the common conditions that cause these symptoms? How can we as fitness professionals help to reduce symptoms and aid recovery back to normal exercise after the client has been diagnosed by a medical professional and is on their way to recovery?

THE COURSE INCLUDES:

- Understand the term sciatica and anatomy of the sciatic nerve
- Understand the terminology of common conditions that may cause sciatica
- Understand non-specific low back pain, acute and chronic terminology and time frames
- Be able to give basic exercise prescription for the aforementioned conditions
- Analyse effective spinal extension
- Develop links with healthcare professionals to be the go-to fitness professional

\$184

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ABOUT THE COURSE CREATOR



CHERRY BAKER

Cherry has been working in the field of fitness for more than 37 years. For the past 20 of these years she has worked in rehabilitation, getting clients moving again after episodes of low back pain, and specifically working with clients who have or have had sciatica. Cherry shares her experiences from a fitness professional's point of view.

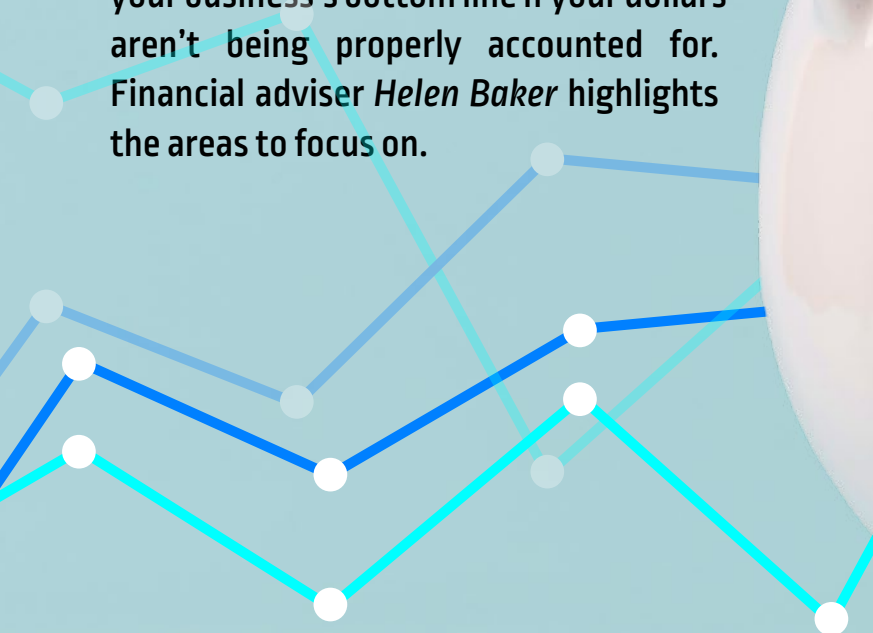
6 MOST



COMMONLY OVERLOOKED COST SAVINGS IN BUSINESS



From ill-defined marketing spend to chasing false economies, it's all too easy to damage your business's bottom line if your dollars aren't being properly accounted for. Financial adviser *Helen Baker* highlights the areas to focus on.



In a quest to cut costs, many businesses inadvertently leave money on the table by overlooking legitimate savings or chasing false economies. From paying more than necessary to cutting budgets on activities that bring home the bacon, here are some of the most commonly overlooked savings in business to look out for.

1. Marketing waste

Advisors warn against cutting marketing budgets at the risk of plunging into obscurity. However, that spend should deliver a decent return on investment (ROI).

Giving into Facebook's prompts to boost a post might seem harmless, but it's an easy way to burn through cash. Not targeting ads effectively is akin to pouring good money down the drain. Determine who your ideal customer is, which media they consume and when they're most likely to buy. Then, tailor your ads accordingly. Have a plan and a budget and stick to them.

2. In-house efficiencies

Efficiencies are the holy grail in business – doing the same thing (or better) for less money. Yet some are less obvious than others. Improving employee welfare and workplace culture can reduce staff turnover – saving on recruitment, training and exit payouts while stemming the loss of skills, experience and intellectual property.

Don't confuse busyness with productivity: teams should work on revenue-driving activities, not administration. Look for ways to simplify operations, freeing staff to work on core tasks. Avoid sacrificing existing clients for new ones: it's more expensive to attract new customers than to give existing ones more attention and value.

It also pays to streamline your business finances and develop strong financial foundations. Invoicing promptly means money coming in sooner, while paying bills and taxes on-time eliminates interest and penalties.

3. Risk mitigation

'Prevention is better than cure' typically applies to health, but the same goes in business. Review your risk mitigation strategies and stress test them for weaknesses. Risk mitigation includes:

- insurance against business interruption and loss/damage/theft
- contingency plans for key staff absences
- automatic back-ups of essential software and data
- security protocols, password management and cyber training for you or your team to avoid fraud and hacks
- work-from-home capabilities should you or your team be unable to attend the business premises (as COVID-19 has demonstrated).

Insurances and staff hours spent on these are up-front costs, but they'll save big bucks should disaster strike.

4. Misplaced cost-cutting

Why slash the stationery budget only to blow those savings elsewhere? It sounds silly, yet many businesses fall into this trap. It's important to deliver real savings. For instance, stop paying rent on unused space – downsize to smaller premises or sub-let surplus space to subsidise the cost.

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'Prevention is better than cure' typically applies to health, but the same goes in business.

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Upskill employees in revenue-generating activities to boost income, rather than fire them and face hefty exit payouts. Don't overlook taxes when looking for cost savings. Claim legitimate depreciation of business fit-outs, office furniture, vehicles and equipment. Update vehicle logbooks to claim eligible mileage allowances. Apply for relevant tax concessions and COVID stimulus.

5. DIY

"It's cheaper to do it myself", many business leaders claim. But are you sacrificing your ability to earn more in the process? Weigh up the cost of outsourcing against the additional revenues and cost-savings you could generate by spending your time elsewhere. You may be capable of creating some passable marketing flyers in Canva, for example, but if it takes up several hours during which you could be training paying clients, it may not be the best use of your time. Outsourcing could involve delegating tasks to new or existing employees, hiring contractors or implementing new technologies.

6. Buying power

Consider how to get the best value for your money. Interest rates are at record lows, making money cheaper to borrow to upgrade equipment or expand. Refinancing debts could also slash repayments. However, plan your finance needs ahead of time – cash flow quick-fixes like short-term loans typically cost more. Could you buy the business premises in a self-managed super fund (SMSF)? That way, your retirement fund receives the rent rather than a third-party.

You should also strive to avoid the 'lazy tax': annually reviewing subscriptions, utilities, loans and insurances can net substantial savings. Often, you don't even need to change providers – just ask for a better rate or get them to price-match a competitor.

Note this is general advice only and you should seek advice specific to your circumstances. N



Helen Baker

Helen is a licenced Australian financial adviser and author of two books: On Your Own Two Feet – The Essential Guide to Financial Independence for

all Women and On Your Own Two Feet Divorce – Your Survive and Thrive Financial Guide.

Proceeds from the books' sales are donated to charities supporting disadvantaged women.

Helen is among the 1% of financial planners who hold a master's degree in the field.



NEW NETWORK COURSE



ONLINE COURSE

THE KEY QUESTIONS

YOU NEED TO BE ASKING

POSTNATAL CLIENTS, AND WHY

Personal training female clients that have recently given birth is an incredibly rewarding experience, but it requires a unique set of considerations.

When it comes to screening, programming and training postnatal clients, it isn't sufficient for them to simply complete standard pre-exercise questionnaires.

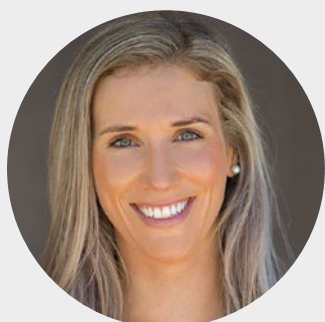
As a trainer, you need to unearth vital information in order to be able to adequately assess, and then effectively and safely program for, your postnatal client.

Upon completion of this short video-based course from exercise scientist, PT and mother of two, Brooke Turner, you will understand the specific questions that need to be asked, why they need to be asked and what it means for your programming.

THE COURSE INCLUDES:

- Defining what the postpartum period is
- Adequate screening and evaluation
- The questions that need to be asked to postnatal women
- Why these questions need to be asked
- Ongoing screening and assessment for postnatal clients
- How to adapt your screening process
- Example questionnaire

ABOUT THE COURSE CREATOR



BROOKE TURNER

Brooke Turner is an international health and fitness presenter, writer and educator with over a decade's experience in the health and fitness industry. The founder of Balance Fitness and Nutrition, she is a nutritionist, exercise scientist and personal trainer. She specialises in educating and empowering women – and fitness professionals that work with women – throughout pregnancy and post-partum.

\$79

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CEC/CPD

ENROL HERE!





TRAINING PEOPLE WITH NEUROLOGICAL CONDITIONS

Lisa Gombinsky Roach gives valuable insight into how the industry is changing to welcome clients with neurological conditions – and why you should consider working with this special population.

Once upon a time, we made a very silly assumption. We assumed that people with chronic neurological conditions, such as Parkinson's disease, were not going to be gym members and would never be our clients. We assumed this because we were living in a world where there was a narrow definition of health and fitness that did not include people with disabilities; because we were living under a medical model that said if you had a diagnosis you only belonged under the care of medical and allied health professionals, definitely not in gyms with personal trainers; because learning to be a fitness professional did not include discourse about different types of bodies; because gyms were not welcoming places for people who were different.

It is so exciting to be wrong in this assumption. It is exciting to see barriers start to come down and to see the fitness industry extending its reach and starting to include people with disabilities, diagnoses and differences. It is exciting to be alive in a time where we are seeing exercise being included in the medical prescription for management of most diseases and conditions. It is exciting to finally understand that people with disabilities are people with disabilities and that the exercise guidelines for people are therefore applicable to people with disabilities. It is even more exciting to understand that these people are the people who most need our expertise and creativity, and that, whether we are just supporting one client or building our careers around these populations, the fitness industry has something remarkable to offer.

Here are some tips for where to start.

1. Don't be a coward, don't be a cowboy

I want to start by telling you that it is OK to be unsure or intimidated or worried that you will do something wrong. Don't let these feelings prevent you from working with someone who needs you – they will help you do right by your clients.

Do your research, liaise and consult with other professionals involved with your client, respect your own limitations, and learn and grow. We often say that people don't care what you know until they know that you care. I want to tell you that caring isn't enough – show your client that you care by taking the time to learn about their condition. You don't need to be an expert but you do need to make an effort.

2. There are no rules

We know that no two people are alike. That is true for boring old neuro-typical people and it is even more true for people with neurological conditions. Brains are complicated, people are complicated, conditions affecting individual people's brains are complicated, and individual manifestations of conditions, symptoms and disease progression can vary.

Be prepared for a bit of chaos and unpredictability – not just from one person to the next person, but for one person from one minute to the next. Go in knowing that the work will be challenging but rewarding, that there will be ups and downs, wins and losses, and a fair amount of unruliness and imperfection because that is the nature of disordered central nervous systems and degenerative brain diseases.

3. Start with the person

Start with the person, not the diagnosis. As personal trainers, this is something we are actually really good at – don't let the presence of a disability or diagnosis get in the way of this. Meet each individual where they are at; find out what their personal goals, dreams and needs are, and what motivates them. Look for the why behind the what. Find out what their strengths and existing solutions are; how they normally do things and manage their bodies. Talk to them about what isn't working and where they are struggling. Be blown away by the person with no arms who lights her cigarette and smokes it using her feet, or whose hearing aid connects to their mobile phone, or who

makes it to the gym despite crushing fatigue.

Don't assume you know what they do or don't want to work on – someone who comes to you in a wheelchair might want to walk and might want to lose weight and might want to train for wheelchair rugby and might want help with hip pain. Be creative with problem solving, be willing to get it wrong and be prepared to go back to the drawing board.

4. Don't blame it on the boogie

It is really easy to sweep everything under the blanket of someone's diagnosis or disability. Doctors actually do it all of the time with these clients, and this is understandable because some of these conditions are complex and can have a huge array of symptoms or presentations. I'm working with someone at present who was told for years that her shoulder pain was due to her Parkinson's and, when I pushed for her to get a scan, it revealed a serious rotator cuff injury and bursitis.

I read a study recently talking about increased risk of metabolic syndrome for people with cerebral palsy who are wheelchair users – cerebral palsy and wheelchairs don't cause metabolic syndrome, but being sedentary for decades with a poor diet certainly might. Yes, neurological conditions will cause some things, but we can help negate secondary complications that exacerbate someone's condition or amplify impairment.

5. Watch that tone

People with neurological conditions often have 'abnormal' muscle tone – in quotes because the term itself assumes there is such a thing as 'normal'. We can expect to see too much muscle tone, too little muscle tone, inconsistent tone or changing tone. Disassociate your understanding of the word 'tone' from your understanding of strength and weakness – in fact, high tone is almost always associated with weakness.

Understand that, while we might observe muscle tightness or joint laxity, the source of the abnormal tone is the brain. Instead of judging whether tone is normal or abnormal, look at whether abnormal tone is functional or dysfunctional. For example, someone might have high tone in their legs that enables them to stand – so is functional – but it makes it hard to get their legs into pants – so is dysfunctional. If we know that the tone comes from their brain and that we therefore can't cure them of this high tone by stretching for a few seconds at the start of a workout and, even if we did, they would lose their ability to stand, we can concentrate on looking for solutions to putting on pants despite having high tone.

6. A fine balance

Don't assume that all balance issues come from weak core muscles. Yes, most people could do with some additional core strengthening but we can do better when we approach balance issues for people with neurological conditions. For example, if somebody says their balance is fine when the lights are on but when they get up in the night they struggle, perhaps we are looking at a reliance on visual feedback for balance vs a weak core.

When working on balance, we need to consider



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Go in knowing that the work will be challenging but rewarding

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proprioception, sensory issues, what part of the brain is affected by the condition, vestibular issues, muscle imbalances, asymmetry, abnormal tone, postural issues, slower reaction time, difficulty with dual tasking, blood pressure issues and medication. There is so much more scope for helping people improve their balance than just focusing on holding planks.

7. For I can help falling

My clients all know that ‘falling’ is the ‘f-word’ – in fact, even when they find themselves on the floor unexpectedly, I remind them of our no falling policy. Yes, I do everything that I can to help people improve balance and strength in an effort to prevent falls. However, I also teach fall management – you only need to watch a judo match or a rugby game to know that there are ways of falling that minimise risk of serious injury.

I teach people how to get up from the floor, and how to help someone who has fallen in a way that is safer for both and promotes dignity and independence for the person who has fallen, while minimising the risk of being further injured by being badly helped up.

I work to help people be less afraid of falling, with the knowledge that some people stop walking because they are afraid of falling and many are more afraid of not being able to get up than of getting hurt. There is dignity in risk. The real world has uneven surfaces and moving obstacles; there are desirable things on the ground in the real world, such as grandchildren and gardens and pets. I want my grandfathers with Parkinson’s to be able to walk out on open fields to watch their granddaughters score their first goal, not to miss out because they are afraid.

8. Getting from A to B

For able-bodied people, position changes happen naturally; we don’t have to think about them. While we recognise that a squat is a part of standing up, we often can’t go further in the details of all of the small movements that make up position changes. As trainers, we are so good at the mechanics of movements in relation to exercises. We can break exercises into teachable components, yet we will struggle to think through the chain of movements that are needed to get from lying in bed to sitting on the toilet. The reason is simple – we have never had to think about it.

Think about functional mobility and position changes as they pertain to each individual. Is there something that needs tweaking because it is not efficient or no longer working? Something they have always wanted to do independently? Before you do that, I would first challenge you to work through how you personally carry out basic position changes – how do you stand up from a low squishy sofa or roll over in bed? How do you stand up from the floor or get a spoonful of hot soup into your mouth? How do you walk? I assure you, it is not as simple as putting one foot in front of the other.





Be prepared for a bit of chaos and unpredictability – not just from one person to the next person, but for one person from one minute to the next.



9. Identify barriers

It is easy to think about physical barriers that prevent people from accessing a building or a piece of equipment or other aspect of our gym facility. While physical access is important, there are other barriers that we must also consider in order to understand what prevents people with neurological conditions from exercising. For example, people with Parkinson's often struggle with cluttered spaces, and people with MS often struggle with heat. A tidy gym and an air conditioner might be game changers. Some people struggle with crushing fatigue and may have very limited times in the day where exercise is an option. Some people will have cognitive challenges in addition to their physical challenges. Some people are coping with stress, apathy, anxiety and/or depression. Some will lack confidence; some will be really self-conscious. Some will have continence issues. Some will be battling myths about exercise which might be coming from a doctor or a well-intentioned family member. It is impossible to pre-emptively address all of these; try to think beyond the ramp leading to the door to understand what stops people from coming in.

10. Work from your heart, wear your business hat

I don't have the answer to how you balance out a genuine desire to help someone with the running of your business. I don't have the answer to the dilemma of offering services to people who need

them most but that only some can afford. The honest truth is that, while there will be lots of people who can afford you, money will be an issue for many. While this is true of the general population, it is a much bigger issue in disability – that is fact. While you may choose to do some pro bono work, you should not feel obliged. You are a valuable professional; your contribution makes a huge difference, you deserve to be paid for your time and services, and the more specialised you are the more your time is worth.

I raise this here because, while there is no right or wrong answer, there is certainly that, if you open your business to this population, the issue will come up. How can you make it work? What funding can you help someone access or can your services qualify for? Can you include someone in a more cost-effective way, such as a group? Does working with that person showcase your talents and attract other clients into your services? Is that person's parent or spouse also a potential client? Is there some bartering you can do?

I am very proud to have been asked to write this, because it means you are interested in disability and that, as an industry, we are growing and expanding. We are opening our gyms and our hearts to people who need us most. In the words of one of my favourite octogenarians, "I don't expect exercise to cure me of Parkinson's, but I know it makes my journey through life with Parkinson's a better one."

I look forward to hearing about your trials and tribulations with this amazing, special population. **N**



Lisa Gombinsky Roach

Lisa is the head coach and founding director of Counterpunch Parkinson's and a senior conductive educator, specialising in teaching movement strategies and skills to people with motor disorders. She has been working in this field for over 20 years in various group and private

rehabilitation settings in countries including NZ, Australia, Norway, Canada and England. Lisa is also a personal trainer, working exclusively with people with disabilities in clinical and mainstream fitness settings.



MOVEMENT

FOR MENTAL HEALTH

A GUIDE TO TRAINING CLIENTS WITH MENTAL ILLNESS

Learn how to coach clients that live with depression or anxiety and have been prescribed exercise by a mental health professional to help them on their journey to recovery.

This course has been designed to help fitness professionals confidently coach and guide clients to use exercise as a tool to reduce symptoms, reconnect to self, get to the heart of goal setting and move to feel better.

- Understand the signs, symptoms and different types of depression and anxiety
- Learn how to interpret referrals from, and create strong relationships with, mental health professionals
- Understand the benefits of exercise for clients living with depression and anxiety, to help them in their journey to recovery
- Learn how to identify risks, understand scope of practice and know when to refer a client
- Learn how to put together a creative program that empowers the client based on initial consultation

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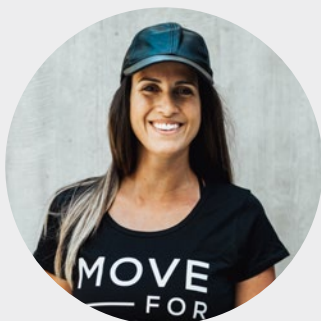
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CECs/ CPDs

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ABOUT THE COURSE CREATOR



KYLIANNE TURTON

Kylianne is a counsellor, fitness industry educator and presenter, personal trainer, founder of The Movement Room and the Move for Mental Health Initiative. Her mission is to integrate different therapy strategies over movement and nature-based activities to overcome physical, emotional and mental challenges and boost mental wellbeing.

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5 WAYS TO MAKE YOUR SESSIONS MORE FUN

It doesn't matter how technically proficient you are, if the workout you instruct isn't fun, your participants won't become bolted on regulars. Instructor *Corinne Blight* shares some tips to make 'em laugh!

One of the most important lessons I learnt early on in my fitness career was to make your sessions fun and exciting. Whether you realise it or not, your clients are looking for an experience that will excite and inspire them and, in turn, make them want to continue their fitness journey with you.

Over the past decade working in the fitness industry, as a group fitness instructor, personal trainer, Pilates instructor and nutrition coach, I've found the following strategies to be very effective for enhancing engagement and ramping up the fun factor.

1 Get to know your fitness community

Before you take action, it's essential to understand who your community is, what they love and how you can best serve them and make their fitness experience fun. Your community comprises your clients, the people you train and the people who come to your classes. Ask yourself:

- What age group are they?
- What kind of music do they like?
- What interests do they have outside of your class?

Establish these key pieces of information and use them to create exceptional and fun fitness

experiences. For instance, in my Retro-robics classes, my target demographic is women 25-65 years of age. It's a wide range of age groups, so I try to cater to everyone's tastes by having fun and uplifting themed classes, such as 90's and 80's nights, where music ignites different memories in each individual.

Get to know your community by simply taking the time to talk to them before and after class. Arrive at least 15 minutes early and be prepared to stay at least 15 minutes after class.

To collect information in a more structured manner, you can also do polls on your business Facebook and Instagram pages, on topics ranging from music your participants would like to hear, to feedback on your class, instruction and how both could be improved and made more fun.

The more we understand our community, the easier it is to craft fun and uplifting experiences.

2 Involve your community in your decisions

They say 'the customer always knows best' and that is absolutely true. When we ask our clients what they actually want to see, not only do we create new opportunities for ourselves, but we also discover what constitutes fun for them.

Recently, I ran a number of fitness challenges with my online group fitness community. Everyone voted for the kind of contest they wanted to see, and we ended up doing a '10,000 steps a day for two weeks' challenge.

There were prizes to be won, daily shout outs and motivation, tips and tricks for getting the challenge done and a lot of online community support - everyone truly had a blast!



Don't be afraid to ask your community what they want and need from you



Don't be afraid to ask your community what they want and need from you. They don't lie, and you'll get some awesome ideas to try that you may not have thought of yourself.

3 'Hang out' with your fitness community in a fun setting

We live in a time now where technology and social media give us the power to stay connected to our community more than ever before. One of the best things you can do to foster your community relationships is create a Facebook group, or a Messenger or WhatsApp chat. Not only does this enable you to stay in touch with your participants, it also enables them to stay connected with each other, which can enhance the role of your classes in their lives and increase their exercise adherence.

In addition to creating an incredible sense of community and connection, it also gives you the power to create fun and exclusive 'subscriber only' experiences. For instance, my online group fitness subscribers get access to weekly Q&A's, challengers, discounted classes and monthly catch-ups. When you create an online space where you and your members can connect, you can also use it to share the fun side of what you do. You may share fitness memes or funny class photos you've taken, or ask members to share a 'sweaty selfie' to win a piece of merchandise. Keep it fun and light-hearted and watch as your participants fall more in love with your business and what you do.

4 Go above and beyond to make a 'fun' experience

Whether you're teaching group fitness or training clients one-on-one, there are a number of ways to inject fun into your sessions. In group fitness, create 'themed days' each month, such as '90's week' or 'Olympic Heroes'. From Christmas to Mardi Gras, occasions and festivals also present opportunities for you and your crew to get dressed up and let your hair down!

One of my favourite things to do is ask my class participants for their song requests a week in advance so I can include the tracks in that week's playlist, or once a month offer a 'bring a friend for free' class, because training with a friend is always more fun (as well as being one of the best ways to grow your community).

The same logic can be applied to personal training sessions, if

on a smaller scale. Ask your clients what music makes them feel motivated and which exercises they most enjoy doing. And, even if it's just a succession of parties for two, if your clients are game then you can have a themed week where you dress up accordingly.

You want your participants or clients to have fun so that they keep returning to you, and these small things can help them do just that.

5 Make sure you're having fun too!

Something that I've never forgotten when I first started my group fitness training was 'don't forget to have fun'. Our members are smart and realise when we're just reciting our pre-written class scripts word for word in a group fitness class or when we're just going through the motions in a PT session. We need to remember that our job is to make fitness fun and exciting for our community, and if we're going to do that, we need to loosen up and remember to have fun!

When I first started teaching group fitness classes, I was obsessed with getting every word and every single movement exactly right at the exact right time. The result? It made me a more robotic and 'toned down' version of myself. Of course, you must prepare your choreography for group fitness or your class plans for personal training sessions, but don't forget to inject your unique personality as well.

One of my favourite things to do in my group fitness classes is to have 'freestyle dance battles' in the middle of classes. As participants 'dance off' against each other for a solid minute, the endorphins get pumping, the laughs start flowing and everyone has a great time!

Whether it's calling out some members who look like they're having a ball or reminding everyone to smile and 'let loose' during your class, just be there in the moment and let yourself enjoy it as much as your members are. Smiles and laughter are infectious, so the more fun you have, the more fun they'll have!

We do what we do in the fitness industry because we love it and it's fun! Always remember this, and at every opportunity inject your own personality and playfulness into your classes - your participants or clients will love you for it. **N**



Corinne Blight

Corinne is the Founder of Limitless Fitness & Nutrition, an online and live group fitness community on a mission to make fitness fun and energetic. As well as being a group fitness instructor, Corinne is also a personal trainer, Pilates instructor, nutrition and health presenter and nutrition coach.



NEW NETWORK COURSE



TRIUMPHANT TEAM TRAINING GROUP TRAINING DYNAMICS

Small Group Training is here to stay. By offering this service in addition to one-on-one training, more PT's are reaching more clients, some due to its cost-effectiveness and some due to the camaraderie of working out in a group.

Your prospective clientele have a multitude of options when it comes to this form of training, so you need to differentiate yourself as the best choice available to them. Gone are the days of just getting a sweat on, we now live in the age of 'experience' and this is what we must strive to deliver – fantastic experiences.

In this course from PT and fitness educator Shaun Radford, learn how to program genuinely effective sessions that will have every client working towards their goals and then leaving with huge smiles on their dials. By doing so, you'll join an elite group of PTs with the skills to get the jump on the competition, leave clients saying 'WOW!' and take their businesses to the next level!

LEARN :

- History of group training
- What group training is and its definition
- Safety requirements
- Components of a successful group session
- Creating the environment
- Examples of group sessions

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ABOUT THE COURSE CREATOR



SHAUN RADFORD

Working in the fitness industry for over a decade, in his role with the Australian Institute of Fitness (AIF), Shaun has helped thousands of personal trainers and clients reach their full potential. Running Group Training sessions for companies including Orangetheory® Fitness and TotalFusion, he has hands-on experience delivering the skills he now also teaches to industry professionals. From clients to fellow PTs, Shaun is passionate about educating whoever is in front of him, helping them to grow team dynamics and apply these skills both to training and to business practices.

ONLINE COURSE

IMPLEMENTING **MANUAL RESISTANCE** **STRENGTH TRAINING** FOR PERFORMANCE AND INJURY PREVENTION

This course equips you with the fundamental skills needed to train your clients with a manual resistance training program that uses minimal equipment.

Prior to exploring the manual resistance exercises, the course covers the core principles of strength training and the importance and relevance of client performance and injury prevention.

The key areas of bodyweight and plyometric training are addressed in detail, with a focus on optimising performance technique in order to avoid injury.

THE COURSE INCLUDES:

- Foundation for Structural Kinesiology
- Resistance Training Terminology
- Emphasis and Benefits of Manual Resistance Training
- Other methods of Strength Training
- Flexibility and Mobility

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ABOUT THE COURSE CREATOR



BASSIM YAGHI

Graduating with a Bachelor of Applied Science (Exercise & Sport Science) degree in 2010, Bass has worked as a personal trainer, small group instructor and body composition coach. Gaining a wealth of experience and skills along the way, he pursued his aspiration to become an educator with the Australian Institute of Fitness, a role in which he now helps hundreds of individuals realise their own dreams of becoming qualified and passionate personal trainers.



DON'T FEAR THE DISC BULGE

BANISHING LOW BACK PAIN

Low back pain is not forever, but fitness and strength training is! Physiotherapist *Dr Andrew Lock* explores how to assess and change a client's episodic low back pain.

The definition of insanity has been presented as 'doing the same thing and expecting a different outcome'. This is the essence of most people who experience low back problems. Symptoms are often treated by a health professional such as a physiotherapist, chiropractor, osteopath or myotherapist but the cause is not addressed. This is where you, as a fitness industry professional, can make a huge impact.

Health and fitness are the cornerstones to breaking the back pain cycle. Changing the factors that create low back injury are the key to freedom and progress. Personal trainers and health professionals must understand movement, posture, and exercise technique - the major influences upon recurrent low back issues.

Rest changes nothing

If you have ever had a flat tyre on your car, you will have noticed that leaving it out the front of your house overnight doesn't help fix the tyre. When you wake up, the car will still have a flat tyre. If you do nothing, you change nothing.

To change your clients' lives, do something, something different!

Where to start when understanding a low back problem? Let us begin with a simple acronym that will help you assess and change a client's episodic low back pain (and, in fact, any joint pain). The three letters you need to remember are P A M.

P is for PASSIVE

Passive tissues are those that you cannot contract, the non-contractile tissue, i.e. bones, ligaments, discs.

A is for ACTIVE

Active tissues are those that you can contract, i.e. muscles.

M is for MOVEMENT

Movement patterns are the way we use the Active and the Passive tissues to live and lift.

In low backs, most injury occurs when a poor movement pattern (M) occurs, or is repeated, that involves a weak muscle/group (A), and the passive tissue (P) is loaded to a point where it fails and injury results.

Understanding this relationship is the key to training a client who has experienced, or has a history of, low back problems.

We need to:

- address and correct poor movement patterns
- strengthen weak muscle groups
- understand and consider daily work/life postures

Do you need to know what has been injured?

Often, I ask a client “What is your problem?” and they will answer “I have a disc bulge at...”. I immediately stop the client and say, “I didn’t ask you what your diagnosis is, I asked you what your problem is. What are you having trouble doing that you are seeking my assistance with?”

The client’s answer will help define the true problem.

Interestingly, you do not need to know the specific tissue that has been injured. What you do need to know is what movement or posture produces the



If a problem has a movement direction issue, then it is time to correct the movement pattern



pain. We call this the ‘biomechanical trigger’.

Solving the problem of the biomechanical trigger gives us our training plan.

With further education you can learn which tissue or structure is the source of the pain, which is useful when explaining the rationale for your exercise and programming choices to your client. I teach the science of anatomy and biomechanics for this in my courses. Remember: it’s more important to know the movement triggers than it is the actual structure.

Understanding directional assessment

The two most common triggers involve directions of movement. Clients will tend to be flexion or extension intolerant. For example, a fast bowler who has back pain may be extension intolerant when they lean back to deliver the ball, as this is lumbar extension. A bodybuilder, meanwhile, may have back pain at the bottom stage of the squat when they ‘butt wink’, due to lumbar flexion.

Once we understand this, we can examine other related factors. The most common problems we encounter are flexion intolerances: these are often in those who come to us with a disc bulge diagnosis. Aggravating postures and movements that are consistent with this presentation include problems with bending forwards, tying shoes and an intolerance of longer sitting periods.

Discussing the aggravating factors with your client will tend to give you the answers you need to be aware of when creating a training program that a client can tolerate.

The solution must be specific

Remember our car trouble? Do not bother looking under the hood when the problem is a flat tyre. Your training programs for low back problem clients must be specific, not general.

This requires us to adhere to the SAID principle: Specific Adaptation to Imposed Demand.

Addressing the movement

If a problem has a movement direction issue, then it is time to correct the movement pattern. How your client moves into that direction will need to be addressed in the program. The most common problem in ongoing low back issues is knowing the difference between flexion moment (in which muscles are activated, regardless of any movement occurring) and flexion movement (bending like a fishing rod). Even most physiotherapists I have spoken to do not know this simple but important distinction. Essentially, we find the trigger is often due to poor hip contribution to bending forward: the person uses their lumbar flexion too early, has muscle weakness in holding a neutral spine and at the painful segment there is flexion stress. These are areas that a competent fitness trainer can address!

Defining strength

Strength is a skill, it's not just muscle size. Skill is created by practice, perfect practice at that. To change a movement pattern is to create strength in that pattern.

Consider two parts to the strength definition (referring back to the PAM acronym). Firstly, improving the skill in a movement pattern (M); and secondly, hypertrophy an undeveloped muscle group (A).

1. Movement patterns

I use the strength sciences to produce the most successful low back training outcomes, no matter the size of the disc injury. Teaching movement pattern correction is imperative, for example, a hip hinge pattern that is glute dominant in spinal neutral, rather than a spinal flexion lumbar dominant pattern that triggers the problem. This requires an increase in glute contributions to movement patterns.



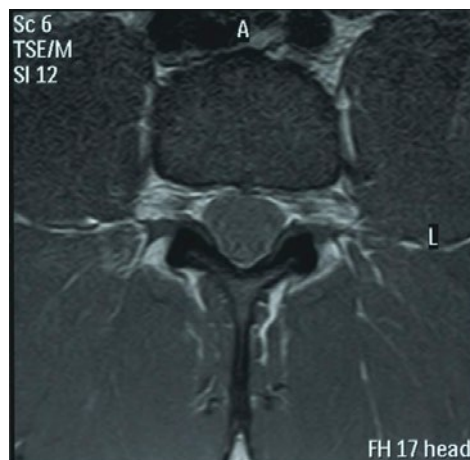
THE BASE 5

I created the BASE 5 exercises as the beginning to a lumbar spine-specific training program. These five exercises form the base of the low back training pyramid. The BASE 5 has two glute and three core strengthening exercises in an extremely specific order. From this base, I have produced a series of over 100 progressions and regressions that address each component, can move in any direction and can be programmed to restore a pain-free and safe conventional deadlifting and squat performance.

The BASE 5 are:

1. Lock Clam 25 reps each side 2 sets
2. Perfect Front Plank 30 seconds 2 sets
3. Side Plank 15 seconds each side 2 sets
4. Shoulder Taps 10 reps each side 2 sets
5. Prone Hip Extension 10 reps each side 3 sets

This is done twice per day and always prior to any training. The instructional for this can be found on my Instagram page @andrew_lock_strength



Lean muscle multifidus around the spine



Fatty infiltration of the multifidus

2. Hypertrophy

After low back injury, the multifidus muscle, which is the deepest spinal erector, has been shown to atrophy. It is an important part of the spinal segmental control system.

Research clearly demonstrates that people who have long term chronic low back problems will have atrophied multifidus and will continue to do so until a specific strength retraining program is undertaken. That means, until corrected they will have a greater likelihood of recurrent episodic problems and continue to function less than optimally. It does not get better with rest!

Research also shows that a person who has had even one episode would have reduced multifidus function in the future. Every person who has had even one episode of low back pain should have multifidus hypertrophy and timing rehabilitation assessed. It should be done in an integrated whole body stability program. This is certainly where a fitness professional can safely and appropriately implement a strength training routine. **N**



Dr Andrew Lock, PhD

Andrew is a physiotherapist, education provider and the strength rehabilitation professional to many international athletes and their coaches. Through his business United Health Education, he delivers face-to-face glute training workshops with Dr Dani Antonellos. He also presents on the three power lifts with strength coach Sebastian Oreb via Strength System, and shares details of his Low Back Courses via his Instagram page.



NEW NETWORK COURSE



ONLINE COURSE

AN INTRODUCTION TO

CREATING EFFECTIVE SOCIAL MEDIA CONTENT

Social media changed the world and it also changed how health and fitness is portrayed and promoted among the general population.

It's time to stop winging it and get to grips with the basics of using social media for your fitness business - a very different proposition to using social media for personal purposes.

Content is the lifeblood of social media. What you put out into the world defines how your business is perceived, so it's important to get it right. In this short course, discover what to post, and where and when to post it in order to reach your ideal audience and prospective clients.

THE COURSE INCLUDES:

- Social media's place in the fitness industry
- Different types of content
- Online coaching and programs
- Distribution
- Creating a funnel effect



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ABOUT THE COURSE CREATOR



JONATHON RAY

An educator with the Australian Institute of Fitness (AIF), Jono holds a bachelor's degree in Sport & Exercise Science. During his career, he has worked in the arenas of competitive gymnastics, personal training, powerlifting and education. During his time in gymnastics he ran a Men's Artistic Gymnastics Levels squad and worked with the Royal Deaf & Blind Institute and the Minimbah Care Unit to deliver gymnastics programs to special needs populations. While managing a boutique fitness facility, Jono honed his social media skills to effectively market the business.

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Life on the run

with *Dean Karnazes, aka UltraMarathon Man*

Dean, arguably the most well-known Ultramarathon runner in the world, talks about finding the magic in misery, growing older, wiser and slower - but stronger, grabbing a pizza - quite literally - on the run, and the benefits of approaching training as part of life, and life as part of training.

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The body as a canvas: anatomy laid bare

with *Pete Banbury*

Pete, co-Founder of The BodyMapper, chats about drawing on people's bodies with whiteboard markers, being a little rebellious and doing things differently, the need to make the study of anatomy a lifelong habit, and establishing yourself as not just a professional, but a trusted advisor.

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Perimenopause, tailored training and sexy ageing

with *Tracy Minnoch*

An international fitness force, Tracy talks about breaking the silence on female physiological changes, the female fitness pioneers leading the way for training women in the 'third age' of their lives, and addressing stress and mental health, as well as physical wellbeing, in order to get your mojo back.

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Make it FUN! Delivering sustainable female fitness

with *Corinne Blight*

Corinne discusses delivering experiences that satisfy both newbies and long termers; helping women make space for exercise among life's other demands and strategies to strengthen your community, both online and in-class.

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Stop limiting your PT earning potential

with *Lorena Sumich*

Lorena, co-founder of KIXXFIT, discusses helping PTs get their piece of the huge online training pie, the advantages of real PTs over celebrity trainers, reaching beyond the constraints of time and location to generate a secondary income; and how PTs can make better use of their time and skills.

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Reconnecting with true hunger to combat overeating

with *Susie Burrell*

Leading dietitian Susie chats about the impact of the pandemic on dietary behaviours, offsetting weekend eating habits, ensuring dietary approaches are always tailored to the individual, and why we can all benefit from 'going light on Sunday night'.

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ENHANCE CLIENT VITALITY, FUNCTION AND STRENGTH WITH ViPR



Australian Fitness Network now delivers official ViPR training courses online, with special rates for Network Members.

Combining full-body movement with load, ViPR enhances the Vitality, Performance and Reconditioning goals of clients.

ViPR's concept of Loaded Movement Training [LMT] fuses task-oriented movement patterning with resistance training to deliver real functionality and strength.

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Loaded Movement Training 1 & 2

Provides PTs with an introduction to the fundamental principles of Loaded Movement Training [LMT] and exercises that make up the foundational drills of all ViPR programs, PLUS exploration of ViPR methodology, program design and implementation, and skills progression.

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ViPR Active Ageing

This intermediate-level course provides trainers with a specialist skillset needed to enhance the lives of older adults, by following Loaded Movement Training principles and core ViPR exercises.

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ViPR Kids

This specialist intermediate-level course provides trainers with the know-how to apply the fundamental principles of Loaded Movement Training and core exercises of ViPR programs with kids aged 4-15.

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NOT EVERYONE IS YOUR CUSTOMER AND THAT'S OK

When you start to charge what you are worth, as opposed to what you think people will pay, you'll realise that not every client is suited to your fitness business. This is a good thing, writes small business strategist *Andrew Griffiths*.

One of the fundamental aspects of starting to charge what you are worth, as opposed to charging what you think people will pay, is that you soon realise not everyone is your customer. And in fact, your ideal customers probably represent a small fragment of the total customers available to you.

This shift means we stop focusing on trying to get 'everyone' and really target our marketing on getting the right customers. Not a new concept I know, but to be honest, how often are we targeting our marketing around those who will value us, be prepared to pay accordingly, have the capacity to find us and maturity to work with us to solve whatever problems they may have? Or do we go back to the sticky point of price?

When you embrace the concept that not everyone is your ideal customer, and you are OK with turning people away simply because they are not right for your business, the evolution to charging what you are worth starts to happen. Some people in business get this concept right from the beginning, and most of us start our business with high ideals but quickly adopt an 'anyone who has a pulse is now my customer' approach – and that's when things start to go awry.

One of the most rewarding aspects of this transition to charging what we are worth is that we naturally start to select both the customers we really want and should have and those that we need to part company with. Imagine how your business would look if every client on your daily training schedule were your ideal customer. Sounds too good to be true, right? It's not.

Who is your target market really?

As a small business author I often have people say to me, 'Obviously your target market is small business owners'. My response is, 'No! My target market is motivated, energetic, smart business owners who are absolutely passionate and driven to build truly successful businesses on many levels.' Clearly that narrows down who my readers actually are – and who my clients actually are.

For many years I would work with any small business owner who simply couldn't pay – and I ended up with the business I deserved as opposed to the business I wanted. I'm pretty sure you can imagine what that was like – I was earning lots of good karma and becoming the Mother Teresa of the small business advisory world, but I was going broke rapidly.

Know who you really want as customers, get crystal clear about that, and never be afraid to say to a prospective customer, 'I

just don't think we are the right fit for each other'. You can always throw in a 'it's not you, it's me', if that will soften the blow. I've done it many times.

This really is one of the fundamental keys to this concept overall. If your business philosophy has been all about having a price-driven strategy (aka being the cheapest or undercharging for your products and services), then I'm pretty certain the customers you have today will mostly be gone when you adopt a new and improved strategy.


My whole point is that we need to be confident enough to charge what we are worth, we have to be good enough to deliver on our promise, and we have to exceed expectations in every way. Then, we have to find the right customers, and as I've mentioned, they probably aren't the ones you have right now.

There really is a perfect storm happening now – we are able to communicate globally, social media is a fantastic tool, there is a growing affluence in the world, consumers are embracing 'new' and understanding the concept of quality more than ever – and they have the tools, the resources and the motivation to find those businesses that tick all the boxes for them. Geography is becoming less important by the day.

We need to be really clear about the kind of customers we want, versus the kind of customers we have, because if we aren't careful we will end up with the customers we deserve. **N**



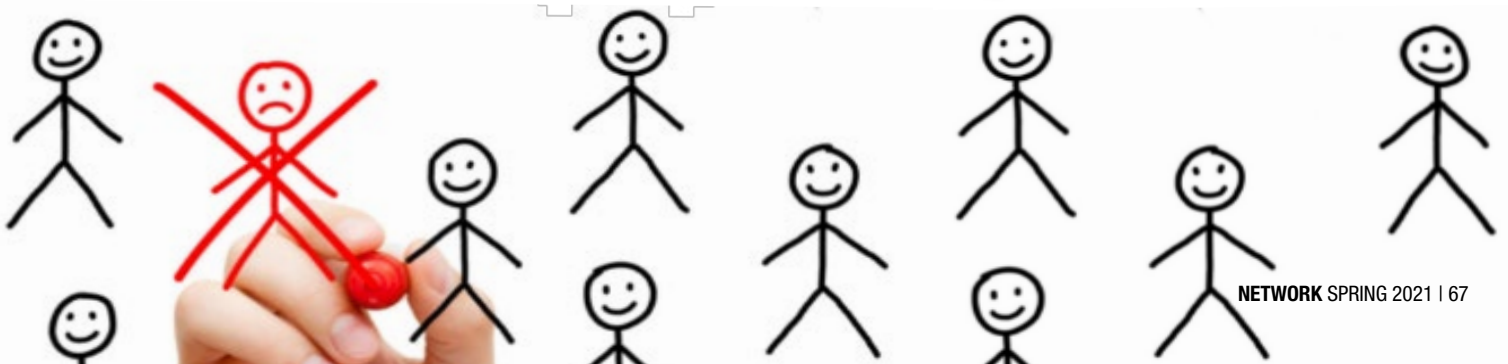
Andrew Griffiths

Australia's number one small business author, Andrew has written thirteen best-selling business books, sold in over 65 countries. In a nutshell, Andrew helps people of substance to build businesses of substance. 

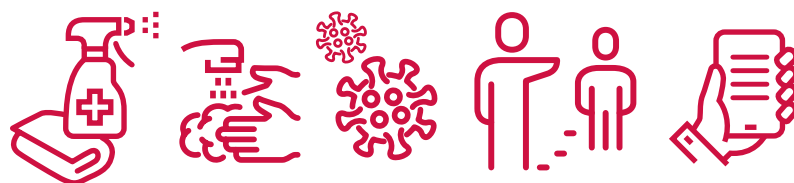


This is an edited extract from *Someone Has To Be The Most Expensive, Why Not Make It You?* (Publish Central \$34.95).

Find out more at andrewgriffiths.com.au



Supporting the Exercise Industry in New Zealand



ExerciseNZ is supporting the industry by making its COVID-19 resource pages FREE to everyone. These resources are designed to support those who operate a business (either a facility or as an individual) that provides exercise options to the New Zealand public on how to do so safely within a COVID-19 environment.

Support on implementing the advice and the ability to ask questions directly to ExerciseNZ is a member benefit.

For membership information visit www.exercisenz.org.nz/join or email Nikki@exercisenz.org.nz for personal assistance

REPs

The recognised quality mark for exercise professionals and facilities. REPs is an independent, powerful and promotable quality mark, which includes crucial insurance cover for contractors, and portability to overseas registers.



www.reps.org.nz

ExerciseNZ

We support exercise businesses of all types and sizes including Yoga studios, independent trainers as well as small and large exercise facilities, with membership options. We provide: advocacy, business support, resources and guidelines, events and upskilling, industry standards.



www.exercisenz.org.nz

PT Council

Connecting personal trainers by promoting events, and sharing resources that further educate trainers and help empower their businesses and careers.



www.ptcouncil.co.nz



NZ NEWS



News and views from the **New Zealand fitness industry.**

Gyms set to re-open as the Government listens to us (again)



Earlier this month, the New Zealand Prime Minister, Jacinda Ardern, announced the new Level 2 – Delta rules, as well as moving the entire country (excluding Auckland) to Level 2 restrictions.

In the background, multiple high-profile epidemiologists were advocating for a new ‘Level 2 plus’ that would open up most businesses, but not what they called ‘high risk’ activities, such as gyms and nightclubs. In the current environment, epidemiologists are held in high regard, and when they gang up on an industry, it can cause trouble.

So we did what we did in 2020 and presented the science, and challenged the rhetoric of ‘gyms are unsafe’ on two fronts – one in public through the media, and one in private to directly advocate to politicians (especially ministers) to follow an evidence-based approach. The good news is that, once again, it worked, and the Government followed the robust evidence that with the right controls exercise facilities can be managed and have acceptable risk.

We now have an updated mask policy for gyms, as well as a 2m distancing rule, which brings us in line not only with retail settings, but also with the robust framework that the majority of the industry has been following since mid 2020.

As usual, the government guidance is solid on concept, but light on detail, so we have attempted to fill in the gaps for everyone via industry Q&A Zoom calls, and by documenting everything in our industry CV-19 framework. We worked through the night to ensure it was released at the earliest possible opportunity – earlier than most government agencies who are still waiting for sign off from others to release their guidance. We believe this early information is essential, enabling facilities to re-open straightaway and to provide guidance to their staff and customers.

We know we aren’t out of the woods yet: level 2 means our industry can open and start to bill their customers again, but it still has major restrictions.



Furthermore, Auckland hasn’t yet moved out of Level 4, so is still in complete lockdown.

There is still much work for us to do to support the industry. Our next efforts will be on providing robust information on the rules of Level 2 and 1. This will include identifying the responsibilities of businesses (or otherwise) in terms of enforcing mask wearing, as well as guidance on vaccinations and what changes may occur when we eventually achieve a state of herd immunity, or something like it. There are legal questions here, but also ethical ones, so lots to be considered by businesses and trainers alike.

So, once again we commend the Government for getting the right balance between new stricter rules while allowing us to open, and being consistent and fair with how we are treated as an industry. Our job is to keep them on track – it’s now the industry’s job to rebuild following this latest lockdown. We will be there with them – kia kaha.

Richard Beddie
CEO, ExerciseNZ
info@exercisenz.org.nz

NETWORK CATALOGUE

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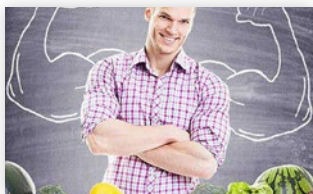
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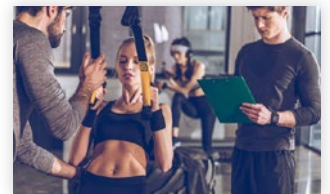
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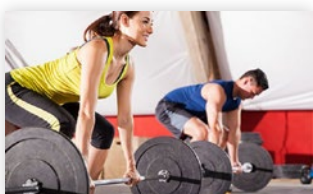
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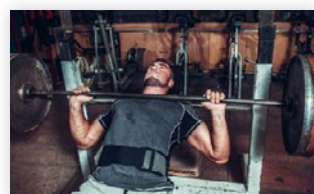
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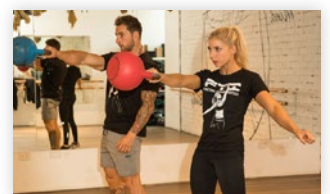
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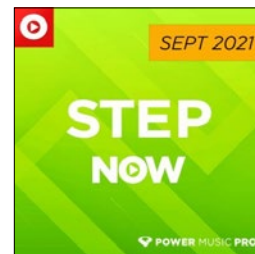
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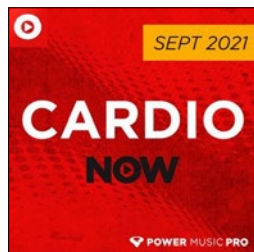
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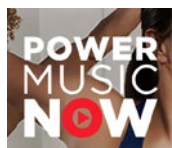
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Learn about DISC behavioural styles, discover which is your natural style, and uncover how you can improve the way you communicate with, and motivate, individuals of each style.

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Accredited Program**FITREC™****ABOUT THE COURSE CREATOR****CHRISTINE KUSZNIIR**

Christine is a Fitness Coach with the Australian Institute of Fitness, as well as a fitness professional, high school educator and Reebok Sponsored Athlete. A Les Mills Group Fitness Instructor and National Presenter for RPM, she teaches BODYCOMBAT, BODYPUMP, SPRINT and RPM in clubs around Adelaide. Christine's wealth of experience in the fitness and education industries have equipped her with the skills to deliver highly effective, tailored learning experiences to a diverse range of clients, participants and students.