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THE OFFICIAL PUBLICATION OF AUSTRALIAN FITNESS NETWORK

SUMMER 2016



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It's often said that nothing worth having comes easy, but maybe that's no bad thing. Smooth sailing's nice and all, but without challenge where's the real satisfaction?

This issue is packed with features addressing various challenges we face in this industry, from that of recruiting the right people to be on your team, to keeping instructing skills and classes fresh for participants.

Network's Director, Nigel Champion, discusses how we can face the increasing challenge of childhood inactivity, while Fitness Australia's CEO, Bill Moore, reflects on the difficulty PTs encounter from clients expecting them to give dietary, as well as training, advice – and urges the industry to re-evaluate what we can do about this.

Elsewhere, in the Real World PT feature, Shannon Pigdon admits that the biggest challenge of being a PT is introducing new concepts to people that conflict with their existing beliefs. In this vein, Greg Sellar explains how challenging what you think you know to be true can improve your mental mobility and open you up to positive new ways of thinking and doing.

Some of these challenges may be perceived as unwanted, but of course there are also those that we deliberately seek out. In this issue's cover story, Susy

Natal looks at the factors to consider when 'regular' clients decide to challenge themselves by training for competitive powerlifting or bodybuilding. It's not for everyone, but it's easy to see the appeal of rising to the challenge of being a 'real athlete', even if just for one event.

Now to another challenge: choosing which sessions you'll attend at the FILEX fitness industry convention when it returns to Sydney in April 2017. Check out the massive choice of incredible workshops and lectures in the brochure accompanying this issue, and register at filex.com.au by 12 January to lock in your first-choice sessions at the very best rates.

Wishing you a Happy Christmas and a great Summer.

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'

EDITOR

Oliver Kitchingman

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Unless otherwise specified, all competitions/giveaways contained in this issue commence on 9 December 2016 and conclude on 27 January 2017. Each competition is a game of skill and chance plays no part in determining the winner. The judge's decision is final and no correspondence will be entered into. Winners will be selected by the editor at 47 Hume Street, Crows Nest NSW 2065 and will be notified by email no later than 17 February 2017. Full terms and conditions can be obtained at fitnessnetwork.com.au/competition-terms-and-conditions

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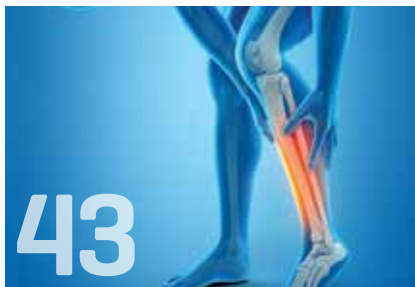
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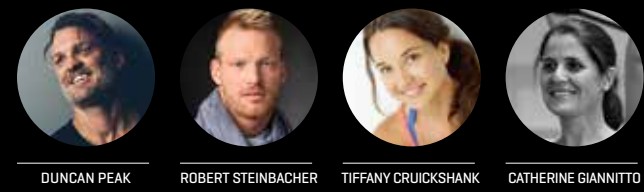
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PERSPECTIVE

REFLECTIONS OF INDUSTRY LEADERS

The CEO of Fitness Australia asks, should fitness professionals be able to provide nutritional advice to clients?

WORDS: BILL MOORE



Let me invite you to check in for a moment on the amazing fitness landscape that we've all contributed to creating over the past twenty years or so.

Participation in structured exercise has grown from around 9 per cent in the mid-nineties to around 16 per cent today, effectively almost doubling in twenty years. And all the projections are telling us that it will continue to grow at around 6 per cent per year up to 2020, clearly the driver in Quadrant's recent acquisition of Fitness First Australia, Jetts and Goodlife.

This level of investment, and the confidence in the fitness industry that it demonstrates, should reassure all of us, particularly when investors are having to look far and wide for growth opportunity.

We have done an amazing job of commoditising fitness. A large section of the population are either current or lapsed gym goers or well versed in structured exercise. This commoditised landscape has allowed for the growth of 24/7 franchises that now form the majority of new gym offerings. The 24/7 clubs could never have existed twenty years ago when there weren't enough people with adequate gym experience to walk into a facility and be sufficiently conversant with the equipment to exercise safely, nor to represent a commercially viable target market.

Yet as a community we are fatter and bracing ourselves for the 'tsunami' of diabetes and other chronic illnesses that face us due to poor exercise, nutrition and lifestyle choices. Have we really had so little impact on the health of Australians, despite our meteoric growth in fitness services? With more trainers, more facilities and more awareness than ever before, are we just getting fit people fitter?

The quality of our offerings, with 25,000 trainers registered at Fitness Australia, all of whom are required to keep up with their continuing education, is higher than ever before. There are more facilities with more available opening hours across more fitness modalities, yet the ultimate goal of a measurable positive impact on the overall health of the community continues to elude us.

The other piece of the public health puzzle is nutrition, and while the nutrition message is getting

through, there is still a lack of understanding in the community and a growing plethora of poor food choices available. There is a reasonable argument that the delivery of nutrition advice by trainers to their clients could contribute to correcting this situation. Currently, Cert IV level qualification constrains trainers to providing generic advice based on the Australian Dietary Guidelines, which in itself is entirely reasonable.

However, as most people walk into a gym looking for body composition change, there is an expectation from the community that trainers should be able to offer more qualified advice, that a more tailored approach should be part of the package. This is partly due to trainers having historically offered quite prescriptive nutrition advice, even though doing so is outside the scope of practice as described in the Fitness Industry National Training Package.

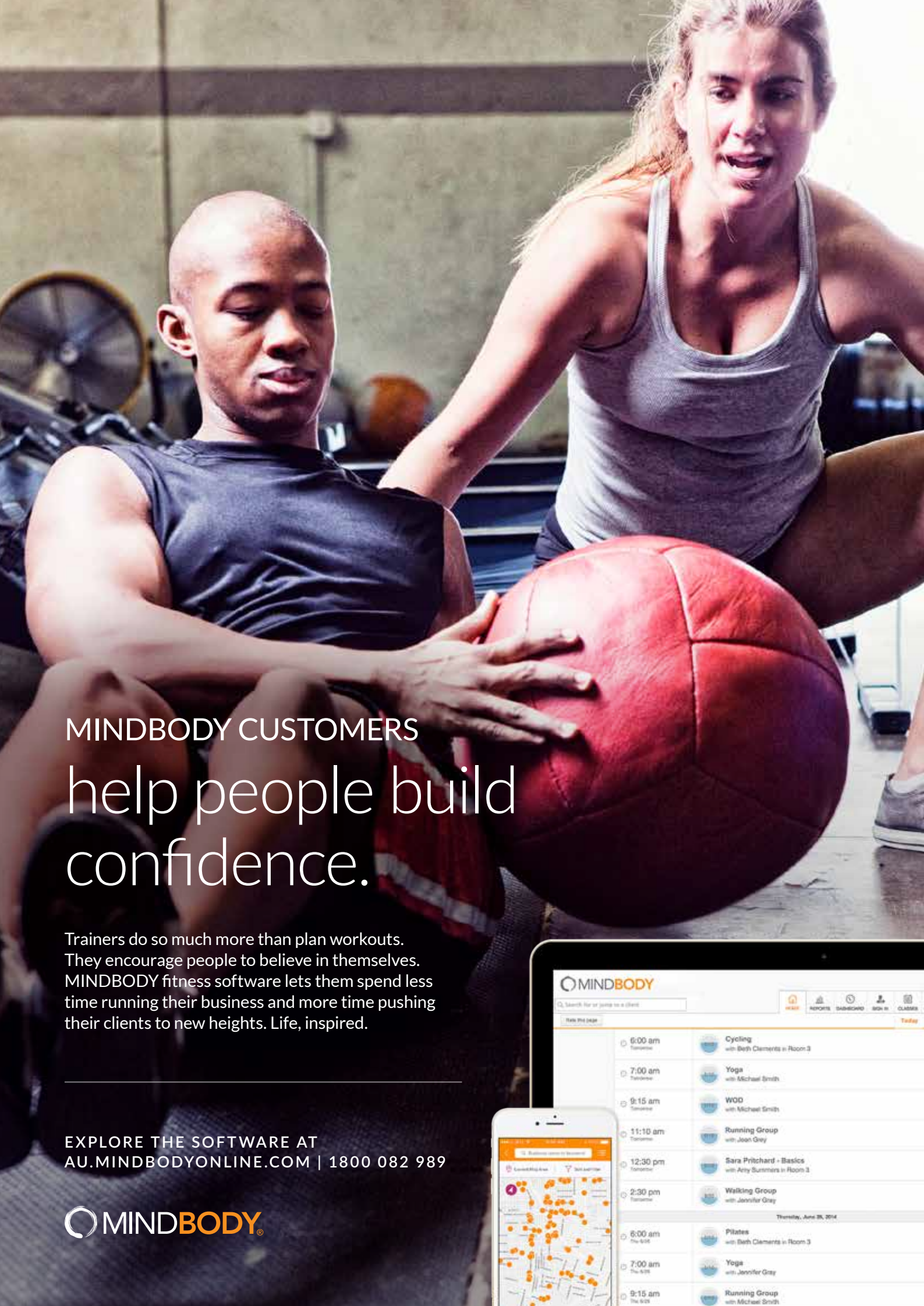
Clearly something has to change, if for no other reason than the wider issue of insurance, whereby Professional Indemnity Insurance isn't going to cover someone who gives advice that they aren't qualified to give.

So here's the challenge – do we lift the quality of the nutritional advice offering to meet the market by upskilling our trainers, or do we continue with the laissez-faire and try to bring trainers working outside the scope (i.e. most of them) to heel? In a climate of continuing improvement in the skills of our trainers and enhanced outcomes for their clients, the former presents an attractive proposition.

Further, trainers are in the unique position of seeing their clients frequently, sometimes two or three times a week. This enables them to have a finger firmly on the pulse not only of what their clients are eating, but also of their headspace, and to give support accordingly, support that may well include referring them to an allied health practitioner. This talks to the lifestyle change that is necessary for lasting healthy eating and exercise practices.

Currently most trainers are delivering nutrition advice outside of the National Training Package scope of practice and there is inherent risk in this situation. We need to rise to this challenge, and quickly. **N**

Bill Moore is CEO of Fitness Australia, the peak national fitness body. A key figure in the development of the Australian fitness industry, he has owned numerous health clubs and co-created the Michelle Bridges brand. fitness.org.au

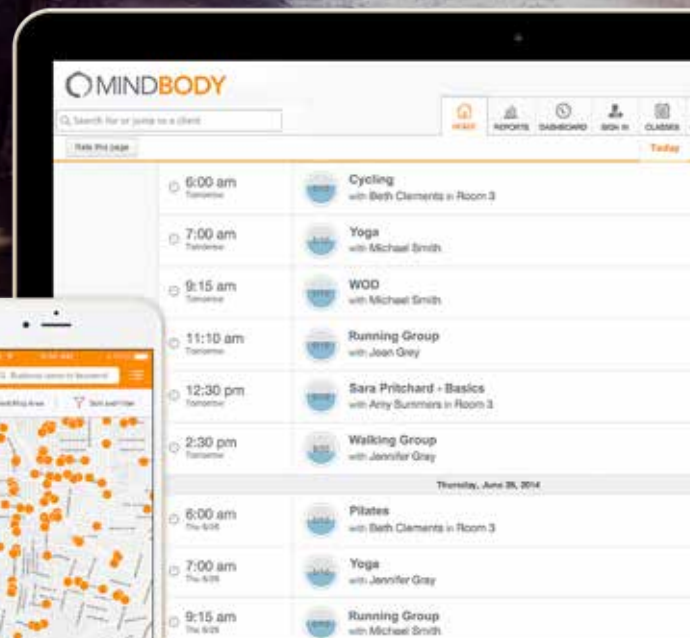


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INDUSTRY INSIGHT

News, views and lessons learnt

Rural PT wins acclaim for 'making the impossible possible'

Queensland personal trainer and sheep and cattle grazier, Joy McClymont, was recently named the 2016 #ActiveAchievers Award winner at Fitness Australia's Awards Dinner in Sydney.

Proudly supported by Australian Fitness Network, the awards showcased a genuinely inspiring and diverse group of fitness professionals from all over Australia.

As the nominee from each State and Territory was introduced, and their story told, it became increasingly hard for those in the audience to decide who the most deserving recipient was. There, on stage, was a snapshot of the people at the coalface of our industry, putting in the hard yards all over Australia to increase the reach of the benefits of physical activity.

In the end, Network's CEO, Ryan Hogan, presented the award to Joy in front of a room full of industry peers, the judges having been incredibly impressed with Joy's effort to bring people in remote and rural communities together to train with the help of technology.

As she commented, 'We make the impossible become possible by reaching people that can't access gyms because of location, lifestyle or time, with live workouts'.

After winning, Joy reflected: 'I was humbled to be on stage with all of those other finalists. To be announced as the national winner was a total shock, but a huge honour.'

Network congratulates Joy, and all the other incredibly worthy nominees, for their remarkable achievements and tireless great work.



What you pay for fitness you more than save in medical costs

Recent research from the US found that patients with heart disease who undertook regular exercise saved considerable sums in healthcare costs – more than enough, in fact, to pay for a gym membership.

The study authors reviewed data from a 2012 national survey of over 26,000 Americans, a percentage of whom had cardiovascular disease. Those with coronary artery disease, stroke, heart attack, arrhythmias or peripheral artery disease had higher than average healthcare costs – but those who met weekly guidelines for moderate to vigorous exercise paid around \$2,500 USD less in healthcare costs than their sedentary counterparts.

The benefits weren't only evident among those with heart disease, however. Even the healthiest individuals in the study, who exercised regularly, spent around \$500 less per year on medical expenses.

Dr Khurram Nasir, senior author of the study, said 'The message to the patient is clear: there is no better pill in reducing the risk of disease and healthcare costs than optimising physical activity.'

Source: *Journal of the American Heart Association*





The way we were...

Back in March 1997, as Network was celebrating its 10th birthday, *Network News* carried a story on what makes a good aerobics instructor, which drew on the findings of a study by researchers from the Victoria University of Technology.

"The study found that the most common factors which affect the participants' satisfaction with their instructor are the professionalism of the instructor (e.g., appearance and communication skills), the type of music, satisfaction with their own effort and the level of instructor interaction. Interestingly, the more satisfied the participant was with the interaction, the less they cared about the technique of the instructor. When it came to the reason why the participants attended a particular aerobics class, instructor preference rated third after convenient time (No. 1) and type of class (No. 2).

It seems the adage "it isn't what you do, it's the way you do it" is surprisingly accurate when it comes to what makes a good aerobics instructor!"

1 thing I've learnt

Melony Dos Remedios, Marketing Manager and owner of PTA, ptacademy.edu.au

"The single most important lesson I've learnt in business is to clearly define your culture! In the past we had a vision or belief about the culture we wanted to create and didn't communicate that vision effectively. I've learnt that if you don't define and drive the culture of your business, it can be hijacked by dominant employees or even customers, leaving you with a team that needs constant micro-management.

Culture is what keeps your strategy alive when you're not there. If you know what it is, you can make culture a top priority when hiring staff. If team members walk in the door with similar cultural values or beliefs, your job of driving performance will be much easier. Get it right and people who value what you stand for will seek you out to work with you.

Know exactly what culture you are trying to create, both with your staff and with your customers, and work to keep it alive every day!"



We have a responsibility for kids' fitness



Kids' fitness, or a lack of it, is at crisis point, and the fitness industry needs to be proactive and do something about it.

The number of overweight Australian children has doubled since the 1980's. Their waistlines have expanded as a result of the accessibility of fast foods, sugar-loaded drinks (boys aged between 14 and 18 consume an average 21 teaspoons of sugar a day), couch-based entertainment and lack of activity. In addition to the health impacts, considerable research suggests that school children who don't participate in daily physical activity don't perform as well in the classroom.

Much of the blame can be placed on the fact that quantity and quality of physical education offered in Australian public primary and high schools is on the decline. At the primary school level, there are no specialist physical education teachers, with general teachers required to deliver the mandatory 6 to 10 per cent of PE curriculum, and research shows this allocation to be rarely met. At high school level, there are specialist PE teachers, but PE time on the curriculum is increasingly under pressure due to the heavy emphasis on academic results. In addition, school sport is no longer mandatory, with responsibility shifted to parents and local sporting associations.

The benefits of quality physical education and school sport go way beyond the development of physical skills. Children who are physically active on a daily basis have better movement and co-ordination skills, improved cognitive performance, greater attention span and better memory.

An interesting piece of research involving over 19,000 students in a district of Chicago backed this up. The school district had a crisis on its hands: 30 per cent of students were overweight and the majority had poor academic results. The focus of the study was to measure the impact of a structured physical activity program before, during and after school. Heart rate monitors were used to monitor exercise intensity for all body types and fitness levels. To establish a baseline measure for academic performance prior to the implementation of the exercise program, the students sat an international maths and science competition – as expected, they performed poorly.

When the students were tested two years later, only 3 per cent were considered overweight, and when they re-sat the academic competition they came first in the world in science and sixth in maths. The only thing that was manipulated was the amount of physical activity they did each day at school.

It's a 'no brainer' – daily vigorous physical activity not only reduces obesity in school children, it also increases their academic performance. As an industry we cannot ignore these facts. We should reach out to schools in our communities to offer our support and expertise, perhaps in the form of free before and after-school workouts. Remember, if you give a little to your community, it will reward you many times over.

Nigel Champion

Nigel Champion, Executive Director
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SO YOUR CLIENT WANTS TO BE A BODYBUILDER OR POWERLIFTER?

Many factors need to be taken into consideration when assessing a client's suitability for a bodybuilding competition or powerlifting meet – as well as your suitability for training them.

WORDS: SUSY NATAL

Every client we train differs from the last. Not only do they come in all ages, shapes and sizes, clients also have differing goals and preferred styles of training. Importantly, they also vary in how much they are willing to push themselves. It's nothing new to have a client who chooses to tackle a large event as a personal challenge – a fun run, half or even full marathon are fairly common choices. However, in recent years two new trends have emerged among members of the general population who are striving to push to the next level: the desire to step on stage in a bodybuilding competition, or to enter in a powerlifting meet.

What's the difference?

To the outsider, both disciplines appear to have many similarities in the training – both require dedication to a large amount of weight training and an athlete's physique will experience extreme stimuli and so undergo rapid changes, but the end goal and judging criteria differs by being judged on looks versus performance. Bodybuilding competitions judge physiques based on the contestants' ability to gain muscle and shed body fat to present varying lean and athletic looks, depending upon category requirement. Other factors that are judged include symmetry, posing and general presentation at the competition. Powerlifting, on the other hand, is strictly about the ability to lift the heaviest weight in the squat, bench press and deadlift on the day of the competition – there is no judgement of the aesthetic.



Image courtesy of @jamesstiel



While this means that anybody can enter, it doesn't necessarily mean that everybody who wants to should



Just like running further or faster, the capacity to get strong, or to build muscle and 'lean out' are skills that accommodate for the adult beginner. Unlike many other sports, bodybuilding and powerlifting do not require training from youth in order to be competitive, and are also open to all skill levels, instead of having a minimum entry standard. While this means that anybody can enter, it doesn't necessarily mean that everybody who wants to should. Many factors need to be taken into consideration when assessing a client's suitability for a competition or a meet – as well as your suitability for training them.

Are you ready to train your client?

Ideally you will be a competitor or ex-competitor in the sport that you are going to coach in, or at least have extensive experience training in the way that your would-be athlete will need. Both bodybuilding and powerlifting have various federations that host competitions, so you will need to know which is best suited for your client, and to understand the specific rules and regulations for that particular federation. Bodybuilding requires rigorous dieting, and powerlifting requires lifters to weigh into specific bodyweight categories, so you should have some form of nutrition qualification, or work closely with somebody who does.

You must be able to advise your client on the different stages of preparation, what to expect on the day and what attire and equipment is needed. You will also need to be there on the day to pump them up for the stage in bodybuilding, or to serve as handler and help choose weights for their lifting attempts for powerlifting. If this does not sound familiar to you, then you are not prepared to coach for these sports at the moment and require further training and experience first.

Your next step is to attend strength and powerlifting coaching courses or competition prep courses. If you really want to understand a sport you intend to coach inside and out, then you should put yourself through the process first. If you have a client who is interested in working with you in the future, then he or she needs to understand that you require the foundation first. If, however, your client is prepared and wants to begin working towards their goal straight away, then do not just try to figure it out along the way! Both sports have their risks, and to coach without knowledge is negligent and dangerous. In this situation, you must refer the client on to a more qualified trainer in this area.

Is your client ready to be trained?

If you are adequately qualified and experienced, then the final step before saying yes to a client for competing in either sport is to ensure that this is a safe and appropriate move towards health and wellness for the individual. A beginner should be kept on generalised programs to ensure sufficient and balanced strength throughout the body, healthy muscle mass and body fat levels and adequate cardiovascular health and endurance. Clients who are reaching intermediate to advanced levels of training will then have sufficient training capacity and experience to be considered as potential



The 30-second article

- Bodybuilding and powerlifting have become increasingly popular goals for 'regular' clients in recent years
- Unlike many other sports, bodybuilding and powerlifting do not require training from youth in order to be competitive, and are open to all skill levels
- Ideally you will be a competitor or ex-competitor in the sport that you are going to coach in, or at least have extensive experience training in the necessary disciplines
- You should consider a number of factors specific to your client before advising them whether you feel they are suited to the sports, and whether you feel comfortable training them.

athletes. There are no absolute rules about approving a client's suitability to compete in powerlifting or bodybuilding, so you will need to use your personal knowledge about your client to make an informed decision that is in their best interest.

Here are some red flags to look for when making this decision:

- If your client has a current or past injury that has not fully recovered then both sports, but particularly powerlifting, could cause further damage.
- If your client has current, or a history of, eating disorders then bodybuilding has the potential to trigger a relapse through extreme dieting and fixation upon physical appearance.
- If your client has severe body image or confidence issues and is interested in bodybuilding, training for a competition could help by achieving a desired look; on the flipside, however, the judging and ranking nature of the sport could instead have adverse effects on self-esteem.
- If your client cannot perform the big three lifts with precise form then there is a lot of work to do towards the basics before a powerlifting meet can realistically be worked towards.
- If your client is, or has a history of being, obese or very overweight, then insulin resistance or other metabolic complications may have led to difficulty with losing much more weight; in this instance you may be setting your client up for failure if you approve working towards a bodybuilding competition.

- If your client is very time-poor and struggles to attend all training sessions assigned each week, then his or her lifestyle is not suitable for living like an athlete; without the required training, a satisfactory performance in competition is unachievable.

Note that some of these red flags do not necessarily mean that you should deny your client the right to compete; rather they indicate that you need to have an in-depth conversation with your client. You need to ensure that he or she has considered their all-round health and wellbeing, and you need to collect all of the necessary information to decide *together* whether or not competing in powerlifting or bodybuilding is appropriate.

If your client is adamant about competing, but you think that this is an unsafe or unethical decision, you will need to stand your ground, even if it means you risk losing the client. It is more important to do what is right by the safety of your client than to hold onto business. This protects your professional integrity and demonstrates to your client that their safety is of paramount importance to you, which in the long run is a great attribute to offer to individuals and to the industry as a whole.

If there are no red flags, or if you are able to have a conversation about any potential risks and arrive at the conclusion that competing is the right decision for your client, then it's time to get to work! This may mean that your client has some extra homework to do, or may require a long preparation phase in order to minimise risks. Depending upon



the individual, make a decision on what (if any) initial changes or extra work needs to be put into place to ensure that your client is able to achieve his or her goal safely and in a way that maximises both their competitive edge and enjoyment of becoming an athlete. **N**

Susy Natal is a Sydney-based performance coach, wellness writer and personal trainer with a background in psychology. She works with a varied clientele, from beginners through to competing athletes across multiple sports. susynatal.com



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Summer of endurance



As the weather heats up for Summer it's a great time to rev up your teaching and training. This quarter we focus on the benefits of endurance training. Physical endurance is the body's ability to work or be active over an extended period of time. We have muscular and cardiovascular endurance, and as we increase our fitness, our endurance also increases.

Dan Henderson delivers an amazing workout using the battling ropes which will supercharge your PT sessions. This issue's featured presenter, Virginia Winsemann, shows you how brilliant bodyART is for building endurance, Dominic Gili is back in the pool to inspire your aqua teaching, and I deliver a plyometric session using the Step.

We thank our friends at Elixir in Bondi and Primal NRG Fitness Gym for their support in filming again this quarter. I'm keen to hear all your feedback on these sessions, so please let me know what you'd like to learn and see in the future.

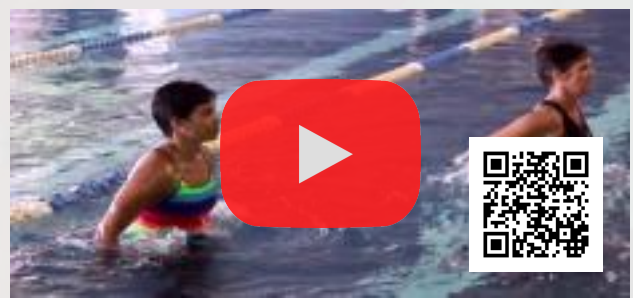
Have a fantastic Summer,

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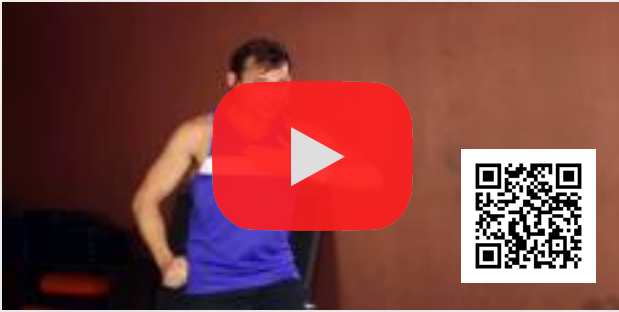
bodyART: The art of endurance
with Virginia Winsemann

The element of fire in a bodyART class is demonstrated here with deepWORK – cardio intervals of 2 minutes with 30-second static poses that build focus and strength and add to the endurance as well as intensity. Starting with the parallel swing that incorporates release and control, options are given to progress and again intensify the bodyART exercises. Lateral swing is introduced with a plié or sumo squat. A storm hold balance pose precedes the next 2 minutes of deepWORK of the famous bodyART 'hunter' move, before intensifying and, finally, centring and refocusing into the breath. For more workouts visit bodyARTmedia.com



AQUA: Whitewater wipeout
with Dominic Gili

Turbulence is what it's all about when it comes to high intensity cardio routines in the water. Explosive short-range movements will safely challenge all, from elite sports teams to golden oldies. This routine includes high and low impact movements, including sprints and plyometric jumps, which require the body to work with speed in both directions. I find participants need no encouragement when jumping up, but need to be reminded to drive back down to the floor, which requires strong awareness of core recruitment. Interval training is the perfect platform for these routines as recovery time is an important factor and will affect performance.



STEP: Everlasting endurance with Stephen Parker

I like to challenge clients and participants that have higher levels of fitness with a workout that is both high intensity and contains high impact moves. Plyometric moves are excellent for increasing fitness and bone density. For this workout I have developed a series of squat jumps on and off the step, as well as some bodyweight ones with burpies, to really give them a challenge and up their cardiovascular endurance. I recommend gradually building this routine up over a few weeks and then, once participants' fitness has increased, smashing out a couple of sets in their entirety.



ROPES: Battling ropes for endurance with Dan Henderson

Although often used to develop anaerobic endurance, the battling rope can also be a terrific tool for developing aerobic endurance. The key is to utilise the full body and power the movement through hip flexion and extension, and to establish a steady, continuous tempo. As you master the movement, gradually increase your time intervals with the rope. You may start with 1:1 work/rest intervals of 30 seconds, before progressing to 35/25, then 40/20 and onwards. It's possible to complete 20+ minutes adopting this approach. Build the endurance in multiple planes of motion by changing the direction of the torso in relation to the anchor point. This will further enhance your core stability and control.

 Watch these videos at fitnessnetwork.com.au/upskill



PRESENTER PROFILE: **VIRGINIA WINSEMANN**

Growing up in northern Germany, Virginia was very active in swimming, gymnastics, ballet, horse riding and jiu jitsu.

After a career in hotel management a change in direction beckoned, and in 1999 Virginia became a fitness professional, training in yoga, aerobics, Step, aqua and Pilates. Working tirelessly at her career, she quickly transitioned from instructor to presenter and educator. She is now the Global Master Trainer for both bodyART® and deepWORK™ by Robert Steinbacher, an international yoga teacher (Yoga Alliance), aerobic and Step instructor, group fitness instructor (IronSystem™), Flexi-Bar® instructor and aqua fitness educator.

Virginia is known for her unending support and her workshops and classes are characterised by passion, energy, calmness and a divine sense of humour. Australian Fitness Network's Lifetime Achievement Award Winner, Lisa Westlake, who trained with Virginia to become a bodyART trainer, said 'Virginia's integrity and passion was infectious, she further consolidated for me the amazing benefits and the way bodyART balances high energy and mindfulness.'

Of her life in fitness, Virginia says 'I have no occupation – I have a vocation.'

For information about the 2017 bodyART Australian Instructor Training Tour visit bodyartaaustralia.com

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WHAT ARE YOU RUNNING FROM?

Ever more of us are donning our runners and pounding the pavement – but are we running towards what we want to be, or away from what we don't?

WORDS: JASON KARP

I have a friend who thinks I, like other hardcore runners, am self-absorbed and elitist, that I am all about running all the time, that nothing else matters, and that if you don't run yourself, you are judged as less than someone who does. She is not alone in her opinion. What bothers many people about runners is our almost arrogant attitude that we are somehow better than everyone else because we run and that by running we are somehow fulfilling some grand destiny. We look at people who don't run as somehow inferior because their resting heart rate is not below fifty, and as somehow complacent because they're not willing to push themselves physically for the pursuit of a faster time on a stopwatch. We wonder when they are going to have a heart attack.

It doesn't take long for non-runners to figure out that runners are indeed a different breed. We spend a lot of time reflecting on our runs and races. We talk about PRs (personal records) and whether a run felt good or bad. We lay out our clothes on the floor the night before a race like a five-year-old preparing for school tomorrow. We spread a substance called Body Glide on our groin and nipples to prevent chafing during long runs. Most runners are a bit crazy.

Runners have an obsession with running that rivals most other obsessions, perhaps because runners truly believe that they are running toward who they want to be, toward some panacea. For me, and I suspect for many other runners, running narrows the gap between who I am and who I can be, between my reality and my aspirations. If Body Glide helps me to become the person I aspire to be, so be it.

People should do whatever exercise they want to do, as long as they do something. People don't *have* to run. I guess I'm guilty of believing that if people ran, their lives – and the world – would be much better. I really do believe that. There is something about a runner's approach to running and life – and their search for meaning in their running and life – that distinguishes them from all other people who exercise. Problems are solved on runs. Running gives us the promise of hope for a better future. If the world's political leaders ran together for their meetings, and the rest of the public followed their lead, the world would indeed be a better place.

With all of the running I've done over the years, I've been asked

many times what I'm running away from. People, especially non-runners, seem to think that because I run a lot, I must be running away from something. Why else would I run so much? Their question always startles me because I've always seen myself as running *toward* something. What it is that I'm running toward I'm not always sure. However, it's usually toward getting faster. This was certainly the case when I was younger and my fastest races were still in my future. I always wanted to be faster. The challenge of getting faster was thrilling. Over the years and through different phases of my life, what I'm running toward has changed.

Lately, I've been running back toward my youth, chasing the times of my younger running self. But, being in my early forties, I reluctantly realise that my fastest races are behind me and I have to find new meaning for my running. I'm still trying to get faster, to get at least within arm's reach of the times of my youth, but now my running is about getting faster relative to my age and to how fast I am today rather than to my personal records I ran in my twenties. It's humbling to say the least. When I race now, I can't help but compare my times to what I used to run. It bothers me that I am running slower than I used to. When I run a bad race and I don't feel sharp, it negatively affects me. I don't feel good about myself. 'Why do I feel this way?' I ask myself; 'It's just running.'

Ultimately, in life's bigger picture, running is just an activity I choose to do. It shouldn't define my self-worth. Yet it does, and I am perplexed as to *why*. I suspect that other runners feel the same way. Are runners so self-absorbed – am I so self-absorbed – that I cannot feel good about myself if my running is not going well? Has this been my destiny all along? Running gives a lot of people confidence. It's why I included it as a chapter in my book, *The Inner Runner*. For me, however, that confidence is too often tied to how fast I run, and now, in my forties, to a comparison of how fast my races used to be and how fast I used to feel. When I run fast, when I *feel* fast, it creates a powerful confidence that penetrates everything else I do. I feel on top of the world. I post pictures on Facebook and Instagram of me racing and include a clever and inspirational caption for my followers. Somehow, being physically fit and fast influences the way I feel about myself and my outlook on the world. It gives me a sense of achievement. For most of us, our confidence is intimately connected to our

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I don't want to be the person who lives an ordinary life. So I run away from it. All of it.

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physical being. Because we live through our bodies. So when I run slower than I want or than I used to, when I don't *feel* fast, my confidence wavers. I don't post any pictures on social media and don't even tell anyone I ran a race. I don't feel like I have achieved. I drive home by myself and overanalyse what just happened. I want to be left alone.

Of course, I can choose to be confident or not. A person's confidence shouldn't be tied to how fast a race is run. We are not destined to let trivial things define who we are. That we often do may reveal a flaw in our design. Or it may reveal one of the cleverest characteristics that distinguish humans from all other animals – the urge to be *better*. No matter how fast or slow we are today, we all have the ability to decide we will try harder, to be better tomorrow, to affect our destiny. That's why runners are so special – because we have an acutely measurable way to know where we are now and we make the decision to try to be better tomorrow. Every runner, whether a twenty-five-year-old world-record holder or an eighty-five-year-old who finishes last in the race – wants to be faster, wants to strive for some better version of him or herself. *That* is our destiny.

But it's not that simple. I can't say that I'm running solely because I want to get faster. I do, but that's not the entire reason. That's not what gets me out the door every day to run. I suppose, when I think hard enough about it, I *am* running

away from something. I'm running away from becoming the person I *don't* want to be. I don't want to be that overweight, slow, out-of-shape lazy guy who sits in his La-Z-Boy chair or on a sports bar stool and watches football all day Sunday in his undershirt. I don't want to be the middle-aged man who looks himself in the mirror and wonders where the good-looking high school athlete went, deciding to run a marathon to cure his mid-life crisis. I don't want to be the person who takes the easy way out and never challenges himself. I don't want to be the person who lives an ordinary life. So I run away from it. All of it. I run away from becoming lazy. I run away from the guilt of not running. I run away from a bad race I had last weekend. I run away from becoming normal and ordinary. I run away from all of the things I don't like about myself. I run away from complacency. **N**

This is an excerpt from The Inner Runner by Jason Karp. To order a signed copy, go to run-fit.com/books or order from amazon.com



Jason Karp, PhD is one of America's foremost running experts, bestselling author, exercise physiologist, and creator of the REVO₂LUTION RUNNING™ certification. The founder of Run-Fit, he was the 2011 IDEA Personal Trainer of the Year and 2014 recipient of the President's Council on Fitness, Sports, & Nutrition Community Leadership Award. run-fit.com



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KEEPING IT FRESH

Participants can tire of our classes – and so can we. So how can you keep things fresh in the studio while retaining your unique flavour?

WORDS: CAROLINE HYNES

One of the biggest challenges faced by group fitness professionals is maintaining variety in their classes, particularly in freestyle programs. If participants feel like they're doing the same thing over and over, week after week, their devotion to a class can be short lived – especially if they're also not seeing results. On the flipside, humans are also creatures of habit who value a certain level of consistency. This makes knowing exactly how much to change, and when to change it, tricky.

So how do you know it's time to shake things up?

Identify the signs from participants

Firstly, learn to identify some telltale warning signs. If there are no signs then perhaps you are already providing the appropriate level of variety, but if things are starting to tire, the first hint you'll receive will generally come from your participants. Sometimes you'll receive direct feedback asking you to include certain methods of training or particular exercises or focuses in the workout. If it's a music-based program they may ask for a new track.

Other signs I've identified include regulars changing the exercise you've prescribed for 'something different' or because another instructor has told them a new or innovative way of doing it. Generally this isn't done with any malice, so rather than taking it personally, take it as a sign that they are looking for something more and throw in a few innovative tricks of your own for them to try. I believe the most effective exercises are

the basic ones, but adding a few frills here and there can provide enough decoration to boost motivation.

Probably the most telling external sign you will see is a change in class numbers. There can be many reasons for a drop in attendance, but I believe that too much blame is attributed to the weather in this scenario. When people are engaged and motivated by your classes, they will attend rain, hail or shine, so when numbers begin to fall or become sporadic, it's time to look deeper and seek feedback to determine the reason.

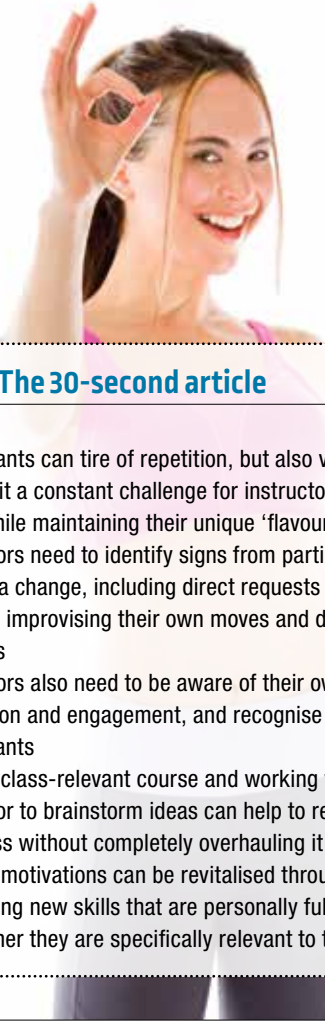
Identify your own signs

In addition to these external signs that there's a hunger for change, there are also some personal signs to be aware of. Personally, I know that I love what I do and when I am delivering my best classes I am teaching directly from a place of passion, I am fully present in the moment and afterwards I experience a feeling of fullness and satisfaction. When I begin to feel less than full or low on energy when teaching, it's a clear signal that something is wrong. Group fitness instructors need to lead from a place of authenticity, with the motivation and engagement of the group feeding off that of the instructor. When my own motivation and engagement start to wane, I know we are heading into the danger zone and that the external signs from participants will also soon become apparent.

So what can you do when these signs start to appear?

The types of change necessary to address these issues fall into two categories: class content, and internal motivation.





The 30-second article

- Participants can tire of repetition, but also value consistency, making it a constant challenge for instructors to keep classes fresh while maintaining their unique 'flavour'
- Instructors need to identify signs from participants that they're craving a change, including direct requests for different content, improvising their own moves and declining class numbers
- Instructors also need to be aware of their own levels of motivation and engagement, and recognise how it affects their participants
- Doing a class-relevant course and working with a fellow instructor to brainstorm ideas can help to refresh the content of a class without completely overhauling it
- Internal motivations can be revitalised through taking a break, or learning new skills that are personally fulfilling, regardless of whether they are specifically relevant to the class.

Change class content

The class content is the nuts and bolts of the class, the workout itself, whether it's dance-based, indoor cycle, Pilates or anything else. It's tangible and most of the time can be changed immediately to cater to varying class needs.

Examples of ways you can be inspired to freshen up your content without losing your flavour include:

Completing a short course

Participating in a short course in something relevant to the classes you teach will inspire you to do at least one thing differently. It might be a new exercise, a new piece of equipment or a new way of formatting your workout which completely changes its dynamic without losing its benefits or style.

Working with a colleague

This can take many forms. Other instructors will always have a different approach and attending another's class, team teaching, brainstorming a class together, mentoring each other and sharing resources is a great way to add variety to both your class and theirs.

Change your internal motivation

Because it refers to the way you *feel* about what you're doing, rather than what you are doing itself, this area of change is more subjective. Even the best instructors who love what they do will feel burnt out from time to time. Getting to the heart of why this is so is critical to class attraction and member engagement. Generally, group



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fitness addicts come to the class because they enjoy being led by an enthusiastic instructor. If this changes they will start to notice, and so will you.

If you feel a little uninspired, some techniques to reinvigorate you include:

Taking a break

Rest is really important when you are face-to-face with people for a living. It's vital to take a break from your classes a few times a year, whether you take an actual holiday or just a week off from teaching. When I've taken a break, I have often had space to understand the real reason why I've been lacking in motivation and then been able to address it.

Sometimes changing the day or time you teach can be as good as a holiday. If you are able to swap classes with a colleague, participants will enjoy a new style of teaching, and you'll see some different faces and often be reminded why you love what you do so much.

Learning something new

When I'm lacking motivation I often invest some time in learning a new skill. Unlike taking courses specific to a class I teach, this skill may be completely unrelated to my career. However, it is always something that I *want* to do, not something that I feel I *should* do. Investing in myself helps me feel full again and renews my energy for teaching.

Knowing when it's time to go

Sometimes no amount of internal or external inspiration can help

keep content and motivation fresh. In such instances, a courageous instructor will let go of a class and provide an opportunity for another instructor to lead it back to its original heights.

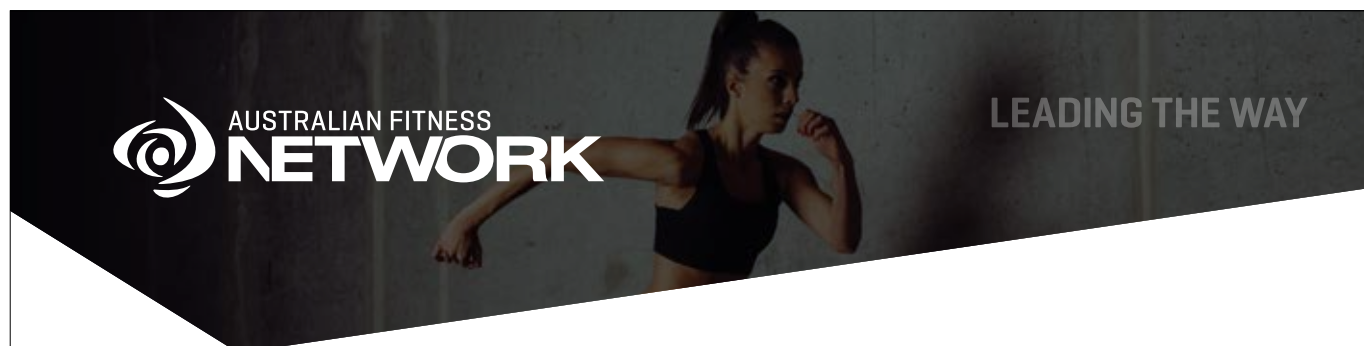
This can be hard, especially if you've led the class for a long time, and letting go means letting go of an identity and a group that you know well. Ultimately, however, if you've done all you can to reinvigorate the class and yourself, but the spark isn't returning, then it's probably what needs to happen. Mentoring a replacement is often the gentlest way to do this, and a great way of easing your participants into a change that will be better for all in the long term.

There are many ways to approach change in your classes and how it's done will differ for every instructor, group and program. As long as it's based on awareness of your own motivations as well as signs from your participants, however, you'll be able to ensure the best possible outcome. **N**

Caroline Hynes is an experienced fitness professional currently employed as an instructor, teacher, tutor and group fitness coordinator within the industry. With a passion for group fitness and education, she is committed to doing all she can to see group fitness continue to thrive through the development and education of current and future fitness instructors.

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Caroline is presenting at FILEX 2017 – find her session at filex.com.au or in the brochure accompanying this magazine



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COULD YOUR TIRED CLIENT BE IRON DEFICIENT?



If clients are tired, breathless and unable to sustain activity before they even start training with you, they may be lacking in one critical mineral.

WORDS: GLORIA CABRERA

Ever been so tired that going about your daily activities seems like a chore? Imagine feeling like this all the time and then trying to keep up an intense training routine. Could the reason for feeling like this be iron deficiency? As a female vegetarian with a good training routine, I know the feelings of iron deficiency all too well. You have every intention of training, but you're so tired that even the thought of driving to the gym is exhausting...

Iron deficiency can be one of the causes of ongoing fatigue and impaired performance. Prolonged iron deficiency can also lead to anaemia, a condition defined by a deficiency in the number and quality of red blood cells. Common symptoms of iron deficiency include a lack of energy or weakness, irritability, inability to concentrate, shortness of breath, paleness, dizziness and even bizarre cravings to eat things as strange as ice or dirt (more common in iron deficient pregnant women than in the average gym goer).

As a PT you are not trained to diagnose iron deficiency, but being aware of the symptoms, understanding a bit more about it, and knowing which clients are at greater risk is useful – and may help explain what is hindering your client's progress.

What is iron and how does deficiency affect exercise performance?

Iron is a trace mineral. The body cannot make it, so we need to consume it in food. Iron is involved in numerous bodily processes, including oxygen transportation, enzyme reactions and immune system function, among others.

During exercise, having sufficient energy and the ability to breathe properly greatly

impacts performance, and therefore the desire to continue training. Although there are several reasons for feeling tired or breathless, such as insufficient rest, dehydration and poor nutrition, iron deficiency is another potential cause.

So why does a lack of iron have this effect? The body uses red blood cells to transport oxygen to and from our lungs, to our cells and to remove carbon dioxide. Iron is used to produce these red blood cells, and is also involved in the oxygen transport process. Red blood cells contain an oxygen transport protein called haemoglobin, in which up to four iron molecules are embedded (muscles have another oxygen transport protein called myoglobin which receives oxygen from the haemoglobin). Iron not only gives red blood cells their red colour, but also serves the important purpose of binding oxygen. Once oxygen is bound, it can be taken to and from our lungs to our body and muscle cells. Once oxygen is delivered, the iron binds to the waste product, carbon dioxide, taking it back to the lungs to then be exhaled. Iron's role in energy and breathing, therefore, is critical.

And why is getting enough oxygen so important? You need a constant supply of oxygen and glucose to produce the energy your body needs to keep your heart pumping, lungs inhaling and exhaling, and cells, muscles and organs functioning. Exercise increases the metabolic rate and energy needs of muscles. The more you move, the more energy you require and thus more of the energy molecule ATP (adenosine triphosphate) must be produced, which requires more glucose and oxygen. If you don't have enough iron, then less oxygen will circulate around your body and be delivered to your cells to produce the needed ATP, leaving you tired, breathless and unable to sustain activity.

Who is likely to get iron deficiency?

Iron deficiency can occur in both men and women, but is more common in the following clients:

- Women of child-bearing age who menstruate and lose blood each month
- Those who follow vegetarian and vegan diets or who do not eat much meat. Meat, especially red meat, is an easy way to get iron, so those who avoid it need a well-planned diet containing sufficient iron.
- Those with a poor diet which is low in iron and other nutrients.
- Those on kilojoule-restricted or high carbohydrate diets. Clients who train for weight loss often also restrict their energy intake, inadvertently restricting the amount of nutrients, like iron, that they consume. Others may have high carbohydrate intakes to fuel activity but neglect other nutrient or iron rich foods.
- Athletes or clients who train intensely can deplete iron stores in a number of ways. Firstly, intense activity may stimulate an increase in the number of red blood cells and small blood vessels, thus increasing the demand for iron, especially during periods of growth. Iron is also lost through sweat, and through gastrointestinal bleeding, which commonly occurs during strenuous exercise due to minor damage to the stomach and intestinal lining. Through repeatedly pounding their feet on hard surfaces, runners may be more prone to footstrike haemolysis, which can destroy red blood cells.

How much iron is needed and which foods contain it?

Iron requirements depend on age and gender. Adult females aged 19 to 50 require

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You have every intention of training, but you're so tired that even the thought of driving to the gym is exhausting...

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The 30-second article

- Iron deficiency can cause ongoing fatigue and impaired performance
- Iron is critical for the transportation of oxygen around the body and the removal of waste carbon dioxide, so deficiency can result in shortness of breath, lack of energy, irritability, paleness, dizziness and strange food cravings
- Women, vegetarians, vegans, those who eat poorly, athletes and those who train intensely are at increased risk of iron deficiency
- There are two types of iron found in food, haem (found in meat) is more easily absorbed by the body than non-haem (found in plants)
- Only those who have been diagnosed by a doctor as iron deficient should take iron supplements, as too much iron can be toxic.

around 18mg per day, while adult males and females over 51 years require around 8mg. Athletes or clients with very intense training schedules, in particular females, vegetarians and adolescents, may require between 1.3 and 1.8 times more iron than the average person. This can be difficult to achieve for those on lower kilojoule diets.

Two types of iron are found in food, haem and non-haem. Both are absorbed in the small intestine, but absorption differs.

Haem iron

- Found in animal-based foods, good sources include liver, kangaroo, beef, lamb, fish and chicken
- Better absorbed than non-haem iron due to a protective porphyrin ring which helps block substances in the digestive system that may interfere with absorption
- Absorption is between 15 and 35 per cent
- The absorption of haem iron isn't as

affected by the body's need for iron. The body continues to absorb it regardless of how much iron is needed, so it's possible to overdose on haem iron.

Non-haem iron

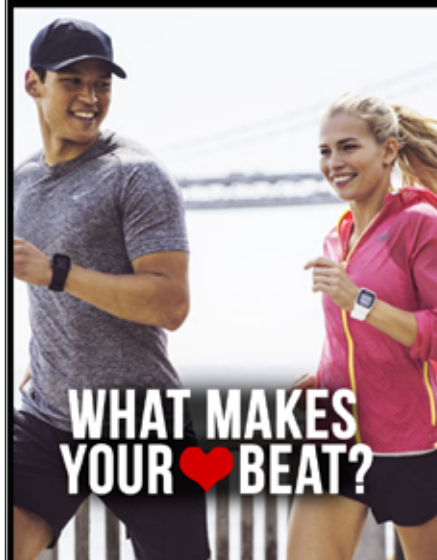
- Found in plant-based foods, good sources include beans and lentils, tofu, fortified soy products or breakfast cereals, pumpkin seeds, quinoa, blackstrap molasses, spinach, silverbeet, dried apricots and raisins
- Not absorbed as well as haem iron as it does not contain the protective porphyrin ring, so absorption can be hindered by 'anti-nutrient' plant components such as phytic acid (in seeds and bran), oxalic acid (in leafy greens, chocolate, tea and coffee) and polyphenols (in tea, coffee, chocolate). Soaking, cooking or fermenting reduce the effects of these anti-nutrients and allow for better iron absorption. Vitamin C has been shown to help increase absorption of non-haem iron, so adding some lemon juice, fresh uncooked tomatoes and capsicum to a meal can help.
- Absorption is between 2 and 20 per cent
- The absorption of non-haem iron is better controlled than haem iron, and absorption increases when there is a need e.g. deficiency.

Should my client take iron supplements?

Clients who have been diagnosed by their doctor as iron deficient can follow medical guidance and take iron supplements to get their levels back to normal. Too much iron can be toxic, however, so it's not your place to advise clients to take supplements. If your client has a poor diet, you can also recommend they visit a dietitian to help them improve their diet and put together a suitable meal plan. **N**

Gloria Cabrera is an Accredited Practising Dietitian and personal trainer with Nutrition Savvy. She is passionate about food, nutrition, fitness and helping people make permanent dietary and lifestyle changes. nutritionsavvy.com.au

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STOP RECRUITING GOOD PEOPLE...

AND GET THE *RIGHT* ONES INSTEAD

Following some keys techniques to populate your business with the right people will make your role as manager or leader that much easier.

WORDS: LEISL KLAEBE

In the classic book *Good to Great*, Jim Collins wrote ‘to build a successful organisation and team you must get the right people on the bus.’ His research showed that great companies do this – and then they put them in the right seats.

Populating your business with the right people goes hand-in-hand with recruiting for cultural fit (search fitnessnetwork.com.au/resource-library for previous article on this topic). If you have inherited a team and have the wrong people on the bus or the right people in the wrong seats, then you have to address this as the first order of business. Virgin Active has a key philosophy of ‘people first’, and it works. For example, a driven individual who is single-mindedly focused on their goals and not much of a team player may not be a great fit for the group fitness team, but they could have just the traits that the club’s sales manager is looking for – so they could still be the right fit for the business.

There are a few key ways to get the right people onboard in your fitness business.

1 Define who you are and what you want

First, you must have a clear idea of what you and your business/club stand for, who you are, where you are going, and who you need to help you achieve those goals. To know who the right people are for your team, you must have complete clarity about what qualities the ideal person will have. Ensure you have a process that allows you to identify, recruit and retain these ‘right people’. Create a benchmark or standard by which you measure the candidates you are considering.

Someone who is the right fit for one company may be the wrong fit for another one. When I recruit for my Virgin Active Group Exercise team I make sure that people understand that for me there is no ‘I’ in team. A team is a group of people working together towards a common goal. I have no room on my team for anyone who is playing for themselves, who wants to be the star of the show or who prefers to work as an individual rather than a team player. When you recruit with very clear objectives you can get the right mix of talents, skillsets, personalities, backgrounds and styles to enable you to get the right people in the right seats on the bus.

2 Hire hard and manage easy

Getting the wrong people off the bus, or moving the right people from a wrong seat to the right seat, can be a very difficult process. Finding the right people can be





laborious and time-consuming, but it pays to stick to your guns and wait until you find someone with the right cultural fit. By doing so, you'll save headaches later on by setting yourself up for easier team management. With the right team in place you'll have less dissent, fewer problems, and will achieve your goals more quickly and easily.

3 Demand the passion for constant improvement

A quality I look for when recruiting is the desire on the part of the individual to be the best they can be. 'Good enough' is not good enough. I make it clear that I'm building a high performance team and I want fired-up instructors who are keen to upskill regularly in order to become even greater than they already are.

Once each passenger is sitting in the right seat, driving your bus is a dream. Driving with passengers who are in conflict with you or each other, or questioning the direction or the destination, however, is no leader's idea of a good time.

Managing a team of the 'right people' also means that you don't need to worry too much about motivating them because they are self-motivated. The right people will make your job as leader or manager easy. The right people will reach goals seemingly effortlessly by pulling together.

Make the hard calls early on and sort out who is on your bus and where they are sitting: failing to do so will not only decrease everyone's enjoyment of the journey, but also jeopardise your likelihood of reaching your destination. **N**

Leisl Klaebe is Group Exercise Coordinator at Virgin Active Norwest, where she coordinates over 220 classes a week and a team of 70 group exercise instructors. Leisl is also a Group Fitness Coach and can be contacted at leislk@me.com



WOMEN OF INFLUENCE LUNCH AT FILEX

SATURDAY 29 APRIL / 12 - 2:45PM / DOCKSIDE FUNCTION CENTRE, COCKLE BAY WHARF

Featuring some of the fitness industry's most influential and insightful female leaders, the Women of Influence Lunch is your opportunity to come together with like-minded peers as the panel share their experiences and expertise from our diverse and competitive industry.

The panel features 5 individuals who epitomise what it is to be a woman of influence – strong, intelligent, driven leaders who hold their own at the top of the fitness industry and seek to enable other women to join them. Experience their stories and benefit from their insights in the fields of leadership, entrepreneurialism, program development and more.



DIONE FORBES-RYRIE



LIBBY BABET



MAUREEN 'MO' HAGAN



ALISHA SMITH



NARDIA NORMAN

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Spaces strictly limited – register now at FILEX.com.au



YOGA FOCUS:

THE IMPORTANCE OF

TRAUMA-INFORMED TEACHING

Creating a safe environment built on compassion will benefit everyone in the room, especially those who have suffered trauma.

WORDS: LISA GREENBAUM



Most of us get into teaching to help people and share with them the great benefits of exercise that we've enjoyed. What keeps us here is the mind body experience (be it cardio, strength training or yoga), the ability to clear our mind, be present and feel connected to our bodies. This is what we hope to inspire in our students. As fitness professionals, we are taught to focus on the physical, ensuring that what we teach is safe. This is important of course, but of equal importance is the sense of connection and our participants' sense of safety, so they will want to come back.

For those who have suffered trauma or been diagnosed with PTSD (post-traumatic stress disorder), the need to feel safe and in control on all levels is paramount. Though we will often never know the stories our students carry, creating a safe environment built on compassion will be of benefit to everyone in the room. Yoga in particular will help bring our nervous system back into equilibrium between our sympathetic (fight or flight) and parasympathetic (rest and digest) nervous systems.

Neuroscientist Dr Stephen Porges has also outlined a third system called our social nervous system, which is what allows us to feel safe in social settings. He describes 'immobilisation without fear', as opposed to trauma in which we are immobilised due to fear. When we are balanced between

sympathetic and parasympathetic, we will also be balanced in our social system. By nurturing this dynamic in our classes, our students will feel happy and engaged (safe and connected).

Following these simple steps is a great starting point for facilitating trauma-informed classes.

1. Provide a safe space

Face your class towards the door and keep the doors unlocked. Be cognizant of windows or exterior noise, play soothing music, if possible use essential oils and lay props out ahead of time if you plan to use them in class (ideally avoiding straps). Also make sure to explain their use at the beginning of class.

2. Use inclusive and positive language

YogaFit's transformational language also includes cues that are awareness oriented, action oriented and process oriented. Watch tone of voice when giving corrective cues, and make suggestions rather than give orders.

3. Include a long warm up

While physically we want to exercise with warm muscles, a warm up also helps orient the mind to the present. Additionally, it provides more time for our students to feel comfortable in the room, with the instructor and with the movements themselves.

4. Bring focus to the breath

Three-part breathing can be done at any time by filling up the belly, rib cage then chest, followed by a slow exhale. Try this breath at the beginning of your classes or PT sessions to find a deeper sense of presence and calm. We can also teach students this breath so they can practice it outside of class.

5. Focus on poses to open the psoas

The psoas muscle holds much of our chronic tension in the body. Simple lunges where we flow in and out of a psoas stretch will be more impactful than pushing in to a stretch and holding. Think about nurturing this stretch, finding ease and encouraging more space by using the breath. **N**

To fully explore trauma-informed healing, register for the YogaFit Warriors Retreat this Summer in Ballina, NSW yogafitaustralia.com/retreat

Lisa Greenbaum holds her E-RYT 500 in yoga and is the Program Development Manager for YogaFit Australia and Director of YogaFit Canada.

28-30 APRIL 2017 / ICC SYDNEY



Lisa is presenting at FILEX 2017 – find her sessions at filex.com.au or in the brochure accompanying this magazine



YogaFit Instructor Training near you this Summer

A range of YogaFit Instructor training workshops are being held across Australia this Summer.

- YogaFit Anatomy 2: 2 & 3 Feb, Perth
- YogaFit Older Adults: 4 Feb, Perth; and 10 Feb, Brisbane
- YogaFit Kids: 5 Feb, Perth
- YogaFit Prenatal: 6 Feb, Perth; and 11 Feb, Brisbane
- YogaFit Meditation & Mindfulness: 12 Feb, Brisbane
- YogaFit for Warriors Retreat: 25 Feb-13 March, Ballina

Find out all you need to know at yogafitaustralia.com



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Farewell 2016, bring on 2017!



It's hard to believe that the end of another year is fast approaching and we'll soon be ringing in 2017. The end of calendar year sees a brief slow down for Network HQ before the crazy first few months of the new year bring the real busy season for all of us in the fitness industry.

As usual for the Summer issue, this edition of *Network* magazine is accompanied by the FILEX brochure which contains all of the information you'll need to plan an amazing event. We couldn't be more excited to return to our 'home' in Darling Harbour – but this time at the brand new International Convention Centre (ICC) Sydney. Having had a walk-through of the new facilities I can say the architects and builders have done an exceptional job and you'll certainly be able to enjoy a world class venue at FILEX 2017.

Following on from last year's roaring success, we're pleased to be hosting the second annual Women of Influence Lunch on Saturday 29 April at Dockside. This special, longer format event will sell out, so be sure to save your spot ASAP, either through a FILEX Gold Pass registration or as a standalone booking.

Trainers will be excited to hear that we've managed to secure industry legends (and first time FILEX presenters) Thomas Myers and Bret Contreras. Both are highly regarded global educators that rarely speak at conferences, so the opportunity to see them at FILEX is truly once in a lifetime.

Another exciting initiative is the launch of the brand new Ignite Yoga Summit, being held onsite at the same time as FILEX. Created in consultation with some of Australia's leading yoga educators, Ignite has been designed for qualified teachers who are passionate about growing and developing their teaching skills. If you're a yoga teacher, or know someone who is, check out the ad on page 29 for more info.

For details about all of these events, and the entire FILEX session program, check out the brochure or visit filex.com.au

Wishing you a very happy holiday season, and all the best for 2017.

RH

Ryan Hogan, CEO
ceo@fitnessnetwork.com.au





The one to watch...

Pulsar's stylish and practical new watch, the Pulsar Chronograph PZ6003X (RRP \$299), is crafted with mineral crystal and stainless steel. Water resistant up to 100 metres and including both calendar indicators and a stopwatch that measures 30 minutes in 1-second increments with split lap time and tachymeter, the PZ6003X is perfect for fitness and sports professionals and enthusiasts.

For your chance to win one of these incredible watches (or if you prefer, the PY5011X1 with mother of pearl dial, crystal stone set and stainless steel bracelet) email editor@fitnessnetwork.com.au explaining in 50 words or less why one of these timepieces should be adorning your wrist... pulsarwatches.com.au



Subtle yet sophisticated activewear...

Menswear brand TEAMM8 has launched a new range of sports luxe activewear to complement its underwear and swimwear collections. With Australians now expecting activewear to be suitable for wearing both in and out of the gym, TEAMM8's range is the best of both worlds.

The new T8 activewear range (RRP \$59-299) comprises a variety of monochrome classic styles, all created with premium quality fabrics. From shorts, to tanks and sweatpants, the collection is stylish yet practical.

For your chance to win 1 of 3 short/tank combos, email editor@fitnessnetwork.com.au explaining in 50 words or less why you should be joining the team this Summer. teamm8.com.au



The natural way to no pong, all day long

You work in fitness, so you must get through a fair few deodorants... If you're looking for a natural alternative to your current regime, a new Aussie product could be for you. Rather than mask the smell, block pores, and use synthetic chemicals, NO PONG is on a mission to stop the stink, one armpit at a time, with its highly effective, all natural, unisex 'anti-odourant'.


Available in a monthly delivered *smellscription* (RRP \$7.95 p/m, or \$5.95 single purchase), NO PONG merges science and nature to deliver a 12-hour water-resistant formula that stops sweaty bacteria from forming and causing body odour.

For your chance to win 1 of 3 annual subscriptions for monthly deliveries of NO PONG, email editor@fitnessnetwork.com.au explaining why you're ready to go au naturel... nopong.com




WHAT'S ON?


It's time to kick back, relax and celebrate the year gone by... But then what? Plan for an even greater year ahead by booking your spot at one of these courses or events. For details see fitnessnetwork.com.au/calendar

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Animal Flow Level 1
 7 & 8 Dec Wellington, NZ
 10 & 11 Dec Sydney
 18 & 19 March Perth

- 


Animal Flow Level 2
 10 Dec Christchurch, NZ
 19 Feb Melbourne

- 


YogaFit Anatomy 2
 2 & 3 Feb Perth

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YogaFit Older Adults
 4 Feb Perth
 10 Feb Brisbane

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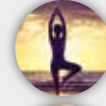
YogaFit Kids
 5 Feb Perth

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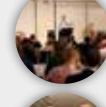
YogaFit Prenatal
 6 Feb Perth
 11 Feb Brisbane

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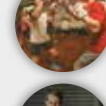
YogaFit Meditation & Mindfulness
 12 Feb Brisbane

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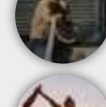
YogaFit Warriors Retreat
 25 Feb-13 March Ballina

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FILEX Business Summit
 27 April Sydney

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FILEX Pre-con Workshops
 27 April Sydney

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FILEX 2017
 28-30 April Sydney

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Ignite Yoga Summit
 28-30 April Sydney



THE SOCIAL NETWORK

Which stories have been grabbing your attention on Network's social media?



Should PTs be able to give nutrition advice?

A pertinent article about whether PT's should be able to prescribe meal plans and give nutrition advice generated a lot of discussion.



A positive development for The Biggest Loser?

A news article discussing how the new series of *The Biggest Loser* will take a more holistic and nutrition-based approach than previously received a positive response.



Eichelle: After being in the business for 5 years I still don't give diets or meal plans as I don't have a degree in dietetics and won't overstep my qualifications.

Dave: It's better to take advice from a PT who has learnt from a company like Precision Nutrition and has gotten results for previous clients than the bullsh*t that the Australian government puts out.

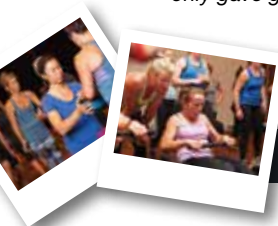
Daniel: Does it really matter when every insta/wellbeing/fitness icon sells their full meal/weight loss/training online anyway – who governs that?

Peter: The article is spot on. I used to be a personal trainer and did a degree in health science. But I never wrote meal plans, only gave guidance and advice on healthy eating.

Catherine: This is good – the show needs variety and a wellness/holistic health focus will be educational for some.

Helen: Sounds good, more realistic. As a trainer myself I think it's a great move.

Suzanne: I think this is a positive move for The Biggest Loser. As a personal trainer I found the show difficult to watch in the past. I thought they were too aggressive towards the contestants. Yes I know they needed a push but I still found it aggressive, dramatic and a bit of a circus, especially when emphasising how big some contestants were. Hopefully this new format will be more relatable and educational to the average person. Inspiring us all, no matter how much we weigh, to lead a more healthy lifestyle.



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Share your fitness pics! instagram [#ozfitnetwork](https://instagram.com/ozfitnetwork) or email your snaps to editor@fitnessnetwork.com.au

NETWORK'S DIRECTOR HELPING KENYANS HELP THEMSELVES

Imagine having to walk 6km just to get water. That's what the people in remote western Kenyan communities have to do every single day. Australian Fitness Network's Executive Director, Nigel Champion, visited this arid area in the country of his birth recently as part of a project he's funding to have a sand dam built for water catchment.

Sand dams not only provide accessible drinking water, they also provide water for crop growing, and enable villagers to spend their time on things that allow them to boost the standard of their living, such as attending school or generating income. Goodonya Nigel – the team at Network is proud of you!





MEMBER PROFILE:

BEN COOPER

PT & GENERAL MANAGER, VIC



What fitness qualifications do you hold?

I have my Certificate III and IV in Fitness, as well as a BA. This combination enables me to support a strategic approach to industry issues.

Where do you live and work?

I'm a Tasmanian who lives and works in bayside Melbourne.

What is your main role in the fitness industry?

General Manager of fitness industry peak body Physical Activity Australia (PAA). I also maintain a small outdoor personal and group training business, and am a musician in my 'spare' time.

How did you arrive at where you are today in your career?

About five years ago I had a career change, pursuing my passion for health and fitness by becoming a personal trainer. Wanting to contribute more to the industry, I applied for the General Manager role with PAA, as it seemed like the perfect way to draw together my management and PT skills. I also value maintaining my work as a trainer, which keeps me in touch with our members.

What does your typical day look like?

My PAA work usually involves meetings with related organisations and industry partners,

and presentations to students. I often train small groups or individual clients around my PAA commitments, and also go to the gym or do boxing training most days.

What skills are needed in your role?

The ability to communicate, empathise and build genuine relationships is vital in every aspect of my work life. I believe that good leadership means collaborating with the whole team, valuing all members and drawing on their strengths to compliment and support your own.

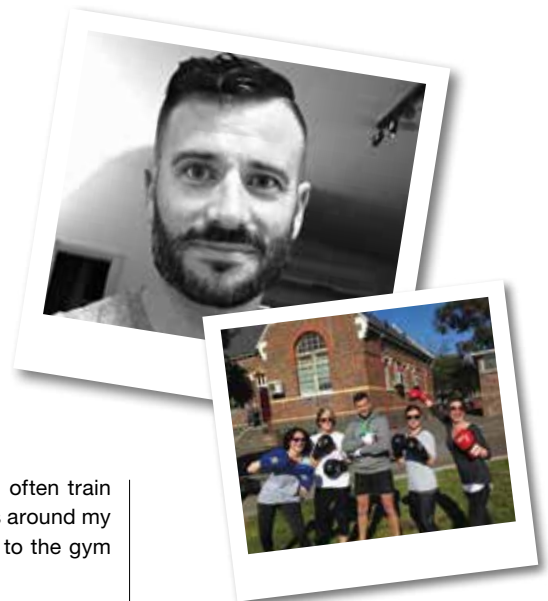


What are the best and worst aspects of your job?

Engaging with great people from across the industry. We have a fantastic opportunity to collaborate and collectively improve. The biggest challenge is managing our interactions with competing interests in the industry. It's a juggling act, but we enjoy strong relationships with many stakeholders.

What's your main focus now and what are your goals for the future?

My current focus professionally is to continue to contribute to fitness industry standards, work to better support members and maintain a continual improvement and consultative approach to our work. In the



longer term, I plan to work in a space that draws together my passions for helping people and engaging people in physical and mental wellbeing. These areas are so important in sustaining quality of life and so rewarding to be involved with.

My other focus is recording music that I have written, and which should be released any day now – it's incredibly exciting that it's finally coming to fruition.

I'm also planning a European kite surfing, touring holiday which is another immediate and exciting goal that I'm looking forward to ticking off my list. The balance between creative, active, social and professional is incredibly important to me and I work hard to make sure I don't let that balance slip.

Who has inspired you in your fitness industry career, and why?

My clients. I have the privilege of working with great people, like my client who had not participated in exercise in many years and was very unhappy with her physical condition. She bravely decided to overhaul her way of life, with the goal of walking the challenging 7-day Overland Track in Tasmania. Done! She followed that up with two half marathons and continues working hard. Physically and mentally her approach to life has changed dramatically and her determination and courage is truly inspiring.

What words of wisdom sum up your fitness/life philosophy?

Be authentic; we have two ears and one mouth – use them accordingly. Be kind and generous to yourself and others.

Want to be profiled in a future issue?

For details email editor@fitnessnetwork.com.au



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When it comes to insurance, we've been in the industry for long enough to understand that you don't have time to mess around with complex insurance offers and you simply want peace of mind that you're covered, just in case.

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SAVE TIME AND EAT BETTER

BY PREPPING AND STORING VEGGIES

By pre-preparing your veggies you can save time and hassle at mealtimes – making it easier to eat healthily at the end of a long day.

There are three main factors to consider when it comes to achieving your health and fitness goals: exercise, rest and nutrition. When it comes to the latter, getting creative and healthy in the kitchen can sometimes seem too hard. With a bit of planning, though, it needn't be.

Firstly, spend a couple of hours at the weekend planning your week's meals and pre-making a couple of nutritious options for later in the week when you have less time (and why not make double batches and freeze one for an easy meal option next week?)

Secondly, prepare some veggies for these meals in advance to reduce meal-prep fatigue at the end of a long day when you just want to cook and eat!

Remember: if vegetables aren't fresh when you buy them or they are past their expiration date, you should discard them to avoid risk of bacteria build up. Not all vegetables should be chopped up too far in advance. For example, potatoes shouldn't be prepped more than a day in advance, but if you're having them that night, you could simply chop and store in water in the fridge in the morning to make the evening prep a little easier.

If you want to freeze vegetables, some of them need to be blanched first. This requires you to submerge them in boiling water for a short time (between 30 seconds and 5 minutes depending on the veggies: taste to help you decide) and then transfer them to an ice bath. Once cooled, lay them on a paper towel to drain excess moisture.

Here's some prep advice for popular foods that are likely to feature on your healthy eating menu:

Asparagus

Trim the bottom ends and place in a jar of water, as you would a bunch of flowers. Then put a plastic bag loosely on the top of the stalks to stop the asparagus picking up scents from other foods in the fridge. They should keep well for a few days.

If you want to freeze them, blanch them for two to three minutes first.

Broccoli

Cut and store between lightly moistened paper towels in the fridge, rather than in an airtight container, as broccoli likes to breathe. You'll probably find that it keeps well for three to five days.

To freeze, blanch and store in freezer bags. Apparently this could keep for a year, but a couple of months maximum might be a better guideline!

Carrots

Fantastically versatile, these can be stir-fried, oven baked or simply snacked on raw. Freshly cut carrots can be kept in plastic bags or stored in cold water for up to a week. Airtight containers are not generally recommended, so keep them loosely covered.

If you freeze them, blanch them briefly beforehand to destroy the enzymes. Blanch small whole carrots for 5 minutes, and diced or sliced ones for 2 minutes.

Cucumber

Wrap cut cucumbers tight with cling wrap and store in your fridge crisper for up to 3 days. Never freeze these!

Leeks

Keep cut leeks in an airtight container or bag for 3 to 5 days. Blanched leeks may be frozen in freezer bags for up to one year, though a couple of months may be a better maximum duration.

Lettuce, spinach and leafy greens

Cut or tear the leaves off the head. Wash and dry the leaves. Place in thin layers on top of paper towels and store in a container. For better freshness and space saving you could roll the towels and secure with a rubber band. Never go past the use-by date with these ones.

For cooked greens such as wilted spinach or green beans, freeze in freezer bags.

Onions

Keep refrigerated in an airtight container for 3 to 5 days. To freeze, wrap in cling wrap and



then place in an airtight freezer bag for up to one year, though a couple of months may be a better maximum duration.

Peppers

Cut and store in a plastic bag for up to 2 days. Wrapping in a paper towel can prevent them from going slimy. To freeze, place slices of pepper in a single layer on a plate and freeze until they are crisp, then transfer to a freezer bag and store for up to 6 months.

Potatoes

Chop and store in water for no more than a day. Cover loosely when in the fridge. Blanched cut potatoes can be frozen in freezer bags for up to a year (after they have been drained thoroughly of water), though a shorter time may be preferable.

Tomatoes

Cut tomatoes don't keep well in the fridge, or freeze well, so just prepare them as you need them!

By preparing a few veggies when you have time on your hands, you'll save yourself hassle when you're busy and tired, making it easier to stick to your healthy eating intentions. **N**

Rosemary Marchese is a physiotherapist and the author of *The Essential Guide to Fitness* and *The Fit Busy Mum: Seven habits for success*. For more lifestyle tips visit thefitbusymum.com.au

EVIDENCE-BASED PRACTICE:

WARM UP METHODS AND PROTOCOLS

The benefits or otherwise of warming up before physical activity are much debated. So what does the science say is the best way to prepare clients for sessions?

WORDS: DR MARK MCKEAN PhD

There is ongoing discussion around the value and type of warm up suited to different types of training activity. The typical aerobic activity warm up has been the mainstay of this process for years, but has recently been considered less effective than previously thought. As training activities continue to evolve, so too have the warm ups associated with them. While it has always been accepted as best practice, the warm up must be progressive and develop the intensity and movements to create a change in the human physiology that prepares it for the actual training to follow.

Over the past ten years a more diverse approach to warming up has developed across the multiple training environments, but is often based on opinion rather than evidence.

Aerobic activity

Warming up via aerobic activity for a stretching session appears to have little or no value, with several studies showing a warm up did not increase effectiveness of static stretching and range of motion (ROM) (de Weijer 2003). Long-duration low-intensity (15 minutes at 40 per cent VO_2 max) general warm up improved 1RM performance in strength-trained individuals by 3 per cent, but the long-duration moderate-intensity condition (15 minutes at 60 per cent VO_2 max)

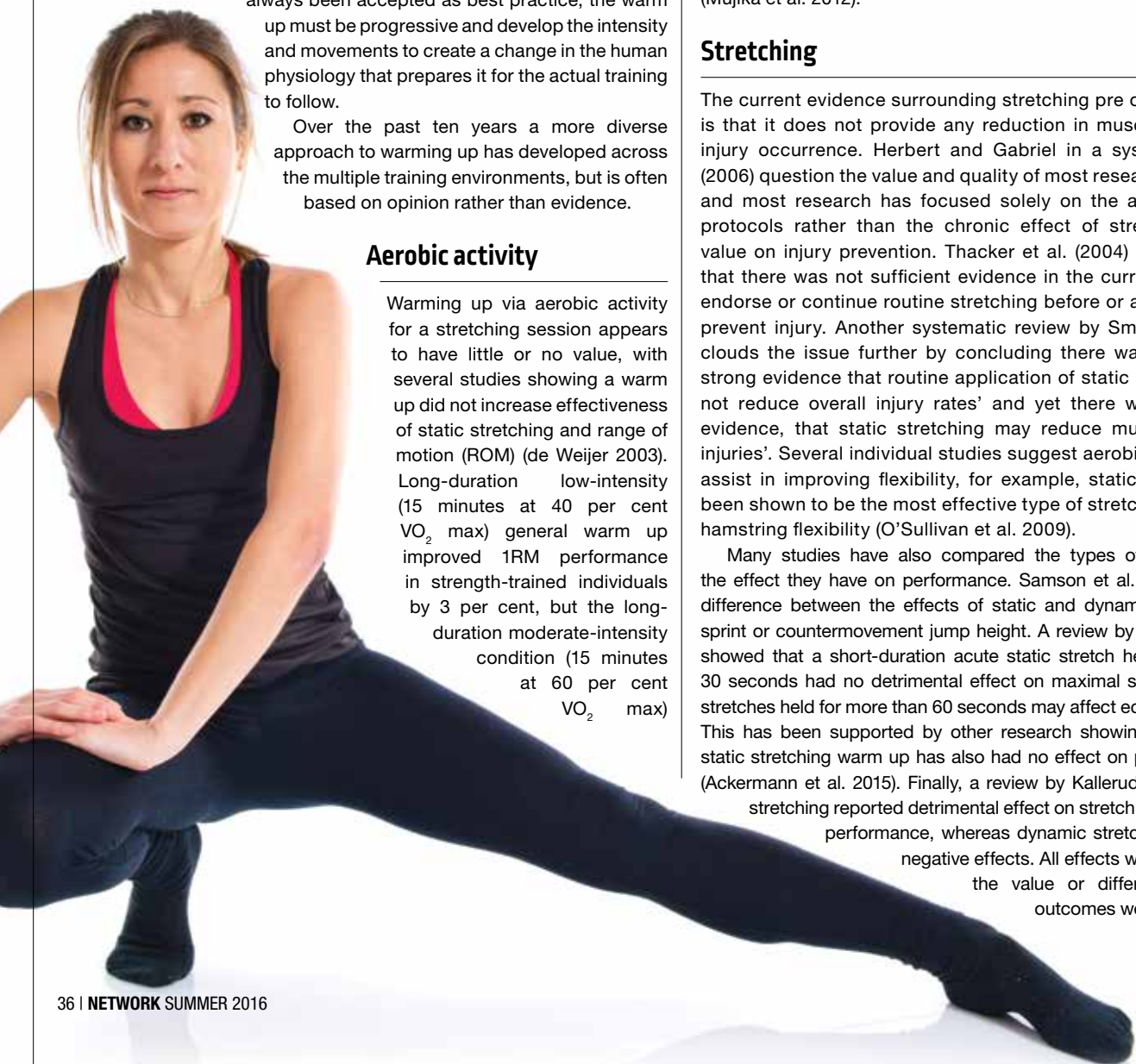
reduced 1RM values on average by 4 per cent (Barosso et al. 2013).

An aerobic warm up has been shown to improve performance by reducing the anaerobic contribution to sprint cycling max performance (Wittekind et al. 2012). Similarly, a warm up of lower intensity and shorter duration was shown to elicit less physiological strain and produce higher power in initial stages of max rowing trial (Mujika et al. 2012).

Stretching

The current evidence surrounding stretching pre or post-exercise is that it does not provide any reduction in muscle soreness or injury occurrence. Herbert and Gabriel in a systematic review (2006) question the value and quality of most research in this field, and most research has focused solely on the acute stretching protocols rather than the chronic effect of stretching and its value on injury prevention. Thacker et al. (2004) also concluded that there was not sufficient evidence in the current literature to endorse or continue routine stretching before or after exercise to prevent injury. Another systematic review by Small et al. (2008) clouds the issue further by concluding there was 'moderate to strong evidence that routine application of static stretching does not reduce overall injury rates' and yet there was 'preliminary evidence, that static stretching may reduce musculotendinous injuries'. Several individual studies suggest aerobic warm up may assist in improving flexibility, for example, static stretching has been shown to be the most effective type of stretching to improve hamstring flexibility (O'Sullivan et al. 2009).

Many studies have also compared the types of stretching and the effect they have on performance. Samson et al. (2012) found no difference between the effects of static and dynamic stretching on sprint or countermovement jump height. A review by Kay et al. (2012) showed that a short-duration acute static stretch held for less than 30 seconds had no detrimental effect on maximal strength, but that stretches held for more than 60 seconds may affect eccentric strength. This has been supported by other research showing short-duration static stretching warm up has also had no effect on power outcomes (Ackermann et al. 2015). Finally, a review by Kallerud (2013) on static stretching reported detrimental effect on stretch shortening cycle performance, whereas dynamic stretching showed no negative effects. All effects were very low and the value or differences between outcomes were small.



Myofascial release techniques

One of the newer warm up techniques to become popular is the use of foam rollers and trigger balls for myofascial release. A broad body of research has provided good evidence to support the use of these tools. A warm up routine consisting of both a dynamic warm up and a self-myofascial release, total-body foam rolling session resulted in overall improvements in athletic performance testing (Peacock et al. 2014). Foam rolling, while found to reduce quadriceps DOMS, was also associated with reduced outcomes in performance tests related to speed, power, T-Test, and dynamic strength endurance (Pearcey et al. 2015). A foam roller used on the hamstrings was shown to increase sit and reach ROM (4.3 per cent) within five to ten seconds without any additional performance impairments (Sullivan et al. 2013). But, as always, there is conflicting evidence, as shown by Evans (2014) which found self-myofascial release to be no more effective than passive rest in increasing ROM or isokinetic force production of the hamstring muscle group. But, generally, most research is showing myofascial release appears to have a range of potentially valuable effects for both athletes and the general population, including increased flexibility and enhanced recovery (Beardsley 2015).

Neuromuscular activities

Neuromuscular training programs have been promoted as a more ideal warm up because they improve joint position sense, enhance joint stability and develop protective joint reflexes, ultimately preventing lower limb injuries. Neuromuscular training activities used as a warm up may include stretching, bodyweight strengthening, plyometrics or jumping drills, core stability, agility drills, and balance activities.

A systematic review by Hübscher et al. (2010) on neuromuscular training programs for sports injury prevention indicated that multi-intervention programs may reduce lower limb, acute knee and ankle injuries. The follow on review by Herman et al. (2012) supported the value of these types of activities prior to sports-specific training and agreed that they may reduce risk of lower limb injuries if completed for a period of at least three months.

High-load movement-specific dynamic warm ups have been shown to enhance power and strength performance. For example, warm up swings with a standard weight baseball bat are most effective for enhancing bat speed (Ackermann et al. 2015) and ballistic exercises may enhance performance in jumps and sprints (Maloney et al. 2014).



The 30-second article

- Aerobic warm ups have little or even negative effect on stretching, but can improve performance in intense activities like cycling and rowing
- Most studies have found that stretching pre or post-exercise does not provide any reduction in muscle soreness or injury occurrence, and has negligible impact on power and performance
- Although not unanimous, most research suggests myofascial release can have a range of positive effects, including increased flexibility and enhanced recovery
- Used as a warm up for sports, neuromuscular training activities such as plyometrics or jumping drills, agility drills and balance activities, may reduce risk of lower limb injuries
- There is value in warming up, so long as it is not fatigue-inducing and focuses on the body parts that will be used in the subsequent performance.

Overall value of warming up

Fradkin et al. (2010) performed a systematic review on the effects of warming up on physical performance. The majority of the 92 different warm up combinations (79 per cent) in the review showed that performance was improved after a warm up, 3 per cent showed no change and 17 per cent found warming up had a detrimental effect on performance. While the style of warm ups varied, from aerobic activity and stretching to strength exercises and circuits, the review also noted that where performance was negatively influenced, 64 per cent of the warm ups weren't suited to the actual training activity, weren't specific enough to the activity in question, or weren't of long enough duration to change muscle temperature. The review concluded that there is still value in warming up, but that the warm up should focus on the body segments that will be used in the subsequent performance and should not be so intense in nature as to fatigue the participant.

Summary

Current evidence shows that warm ups may impact on the effectiveness of the training session conducted. It has also shown that there is not really a single warm up style that suits all activities. As a trainer your goal should be to develop a warm up routine that is not only specific to your proposed activity, but relevant to the individual client, while still managing any time restraints. Significantly greater research is required to assess the specifics of the varied styles of warm ups and their value to the desired training outcomes. What we can say for certain is that the traditional model of a five-minute cardio warm up and static stretch may not be ideal, and there are certainly better options available that will be of greater value to your clients. **N**

Dr Mark McKean PhD AEP CSCS is a sport and exercise scientist and Level 3 Master Coach with ASCA. He is Adjunct Senior Research Fellow at USC and editor in chief for *Journal of Fitness Research*.

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Mark is presenting at FILEX 2017 - find his sessions at filex.com.au or in the brochure accompanying this magazine





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BOUTIQUE INSPIRATION FOR YOUR CLUB

Boutique clubs don't have to have the monopoly on innovative group exercise experiences, with many niche classes ripe for transferring to the gym environment.

WORDS: CAT WOODS

As a barre instructor, I can attest that it took a lot of convincing, a couple of pie charts, and promises to offer short-term trials and free classes to snag a regular spot on a YMCA timetable. Years later, several studios and boutiques popped up and now it seems there's a barre studio on every major street in every Australian city.

What's the take away? That boutique, studio classes that attract a niche market are ripe for transferring to the gym environment. Not always, certainly, but on the whole fitness participants are much savvier now. Gym managers and group fitness managers in particular will ignore the 24-hour, international connectedness of their patrons at their peril.

Thanks to Instagram, Pinterest and Facebook, everyone and their grandmother knows what actors, models, yoga

celebrities and fitness magazine cover stars are doing to stay lean, agile, flexible and fit. It just isn't good enough to give the excuse that a class or training method isn't popular yet and therefore isn't the right fit for your facility. Be bold and lead the pack rather than straggling behind. Prove to your members and participants, current and prospective, that you have the energy, enthusiasm and savvy communication skills to trial new classes and methods and to give them enough time to either rate or be confined to the bin.

With some clever marketing, word-of-mouth, free passes, demonstrations and a set budget and time devoted to trialling new and different classes, you'll stand out from the vanilla, dime-a-dozen gyms that surround yours.

Naturally, cost considerations and time/facility constraints will be front of your mind.

That said, if you commit to trying a boutique-style class, it doesn't commit you for life. It may become your signature class, but it may also draw two curious locals and never make it past Go. No truly successful individual or business comes without stories of failure and trying again.

TRX training, HIIT, hot yoga (not Bikram), meditation classes and boxing are already working their way into the mainstream, if they haven't done so already. Similarly, the rise in everyday, non-professionals taking part in marathons, triathlons and adventure fitness events has seen more clubs offering event-specific training. So, what else is happening in studios that could make the short leap to the gym environment?

Here are some classes and training methods happening in studios internationally that could be the next barre, hot yoga, or HIIT cult class at your club.

LIT

LIT (Low Impact Training) is an LA-based class that uses a WaterRower and elastic resistance bands for a 50-minute workout designed to sculpt, strengthen and raise cardio fitness without the jumping, joint-jarring potential of CrossFit, HIIT or boxing. Pitched as 'safe, functional and effective', this will attract Pilates and first-time class attendees looking for something challenging but accessible to the beginner.

Treadmill classes

Granted, at Speedplay LA the treadmills are a fancy curved shape, but nonetheless, the class strategy and design is definitely adoptable for most clubs with treadmills. Using various running methods, this class involves coaching a small group through sprints and uphill treadmill workouts with rowing intervals and lifting. Using gym equipment, an experienced running coach could definitely devise a program leading up to events such as a fun run or stair climb competition. The key is to have a knowledgeable running coach who can advise on technique, breathing, posture and mental endurance exercises.

Because treadmills are one of the most popular pieces of gym equipment, this class would need to be scheduled for a time when either the demand for cardio machines is low (daytime periods) or when the membership who normally use the treadmills for a certain period of time are happy to take part in a scheduled class rather than doing their own cardio training. Whether you market and promote this as a class or a small group training session will depend on the nature of your timetable and services. Smaller gyms that tend to focus more

on personal training over classes would more likely take treadmill sessions as small group training. In larger facilities with an established group fitness timetable, it could either be a small group session or a class depending on demand. It might be hard to know which to promote it and run it as until you've given it a trial, but don't let that hold you back!

Sandbox Fitness

Bonus points for the novelty factor. This is exactly what it says – a giant sandpit is the setting for runs, balance, strength training and core work. The idea is that this is the ideal low-impact but quality resistance environment for training as if you were on the beach, when you can't be. If LA fitness types are flocking to it, surely beach loving Australians will also see the appeal. College football players in Michigan use sand pit training as their primary strength and speed workout environment. Their strength and conditioning coach runs through plyometric exercises, sprints and balance work in an enormous, fenced-off sandpit. What's the cost? Prohibitive,



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The 30-second article

- Classes that attract a niche market in boutique studios are often ripe for transferring to the bigger club environment
- LIT is a low impact training class that avoids the jumping, joint-jarring potential of some higher intensity workouts
- If you have the equipment and access to an experienced running coach then a group treadmill workout could offer an innovative class or small group training session
- Bringing the benefits of beach workouts to the studio, sandbox training is certainly original, if not entirely practical for all facilities!
- Circus skills training encompasses a variety of disciplines, from silks suspension training to calisthenics and hula hooping, that can transfer to the club setting.

naturally. But with this in mind, if your gym is located near a beach or you have access to outdoor areas with unique environments for training, use your imagination to incorporate these elements into your classes and small group training options. Even an outdoor playground is ripe for plyometrics, climbing, circuits and stretching.

Circus training

Yoga studios, circus schools and dance schools have been gradually introducing 'silks' where students can practice yoga, barre, dance and balance poses while suspended from silk panels hanging from the roof. Hula hooping is also attracting a niche audience and is a growing attraction among the yoga and performance crowd. While circus schools and niche studios are set up with silks, trampolines and equipment specific to this style of training, there are certainly elements that gym classes can borrow. Hula hooping, juggling, trampolining and callisthenics are all circus and performance-based fitness methods that are transferrable. Again, like all classes, finding skilled and passionate instructors who can make specialised skills accessible is the key to making this work. **N**

Cat Woods founded her Melbourne-based Ballet Sculpt as a barre class that doesn't require a barre. A yoga instructor and personal trainer, she is also a writer and blogger with a passion for arts, health, beauty and design. @catty_tweeter and catcore.blogspot.com

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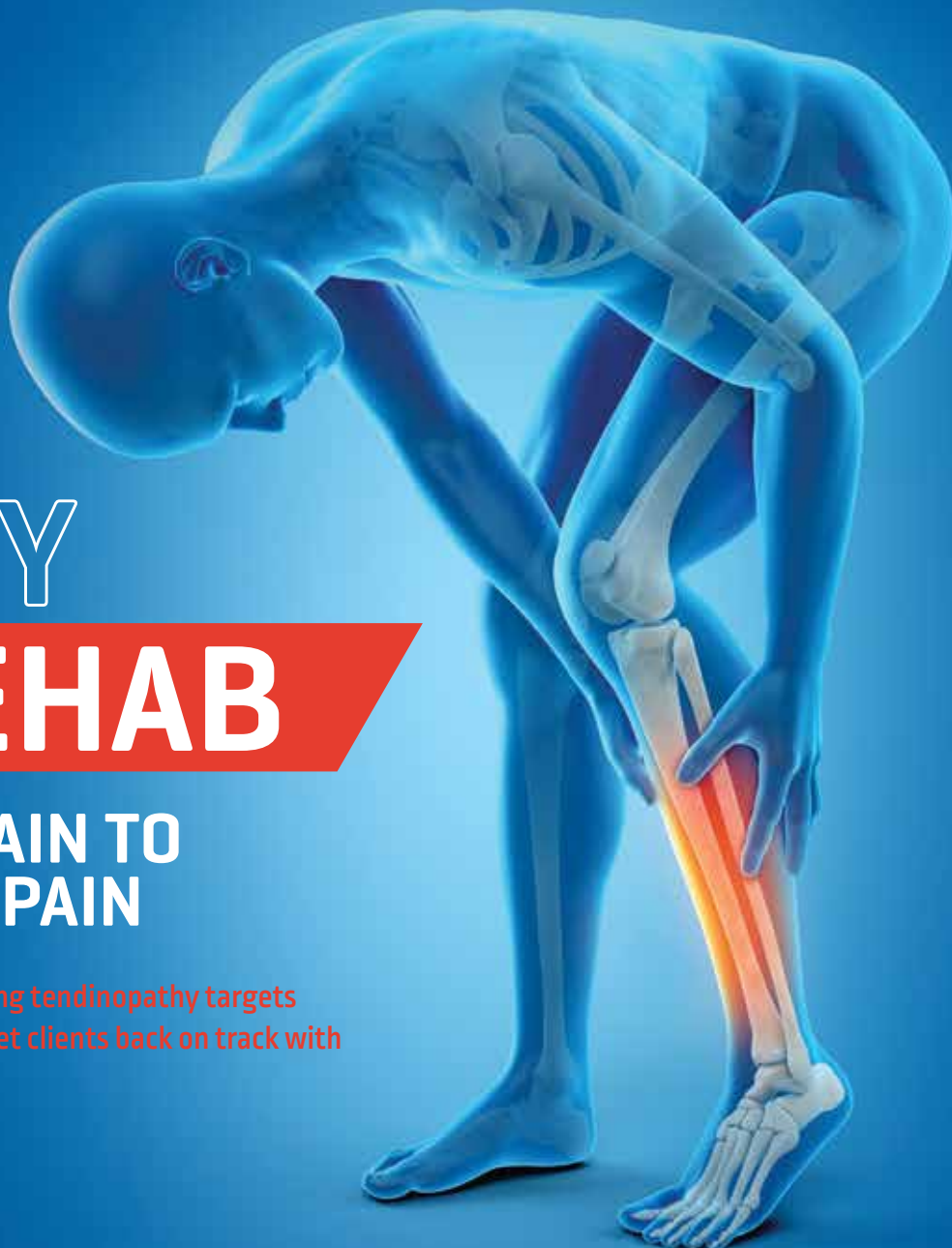
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INJURY & REHAB

TRAIN THE BRAIN TO BEAT TENDON PAIN

An innovative approach to treating tendinopathy targets the brain as well as the body to get clients back on track with their training sooner.

WORDS: THUY BRIDGES

Tendon pain can be persistent and tricky to manage. Any therapist or trainer who has been in the business for a while will know that once symptomatic, tendons can be slow to improve and easy to aggravate. Recurrence rates can be high, and some tendons remain unresponsive to conservative management, which affects compliance and adherence to training. Until fairly recently, the mainstay of tendon rehabilitation had been an eccentric training approach. Isometric exercises were introduced to reduce pain and aggravation, and heavy slow resistance protocols allowed a more safe production of strength and load capacity.

More recently a new tendon management approach has been introduced by the Monash University Tendon Research Group coined TNT (tendon neuroplastic training).

The change is the brain

So what's changed? The key difference with the new technique is that it is not movement-based (which may increase tendon pain and can therefore be harder for people to comply with). Rather than just focusing on strength and building up the load capacity of a muscle-tendon unit, TNT also addresses the deficits of motor control.

The implication here is that with chronic and recurring pain conditions there is an altered pattern of corticospinal control and recruitment of muscles which may lead to recalcitrance and symptomatic recurrence. This may help to explain why the research team reported that more than

50 per cent of people who stop sport because of tendon pain still suffer from that tendon pain 15 years later. This new approach proposes that a painful experience is not necessarily indicative of structural damage occurring at the site of the tendon pain!

The change in focus to include brain training rather than just strength training is consistent with current advances in the area of pain research; the persistence of pain can be more about the brain and its response to perceived threat than it is about the local site of structural pathology.

TNT involves strength training which is known to be good for tendons and muscles. In addition to this, it includes stimulation of the brain externally *while* the exercise is performed. Rather than simply holding a muscle contraction or moving through a range, a pose is held while the client is concurrently stimulated with a metronome or voice recording providing an external pacing. External pacing has been shown to be superior to self-pacing for improving excitability and releasing inhibition.

How effective is it?

Isometric exercise used in the protocol can induce an immediate analgesic effect that can last up to 45 minutes. That's right, a painkiller that is all natural and works immediately.

This can be an extremely useful tool to have a client execute immediately before a training session. Doing so would reduce their



Rather than just focusing on strength and building up the load capacity of a muscle-tendon unit, the new technique also addresses the deficits of motor control.



symptoms enough for them to be able to maximise their involvement in the session. This means that tendon pain no longer needs to restrict athletes and clients from participating in their chosen sport or activity!

It also adds to the client's experience by enabling them to exercise the area and potentially introduce more movement variability options to the affected muscle-tendon complex. This is a great benefit, because a lack of movement variability seems to be an important factor in the development of chronic pain. The more pain-free movement options that the body is able to access, the less likely it is to travel down the one painful path, thereby reducing the risk of recurrence. For the client, it also engenders the simple yet powerful appreciation that they *can* continue to exercise.

For the trainer, it is exciting to note that research on the quadriceps muscle found that there was also a 19 per cent increase in muscle strength over a four-week period.

So, how effective is TNT? As ACDC sang, it's dynamite.

Using TNT with your clients

When applying the TNT approach with clients suffering tendinopathy pain, a high load is required so that sufficient activity is generated in the muscle tendon complex. Light resistance is not effective. However, the effort exerted should not be so high that it induces pain. Keep in mind that the exercise is supposed to create an analgesic effect, so experiencing pain while it's done is *not* appropriate.

- Direct the client to perform the appropriate isometric exercise.
- Ask them to tune in to a metronome during the exercise, counting with the beat if they wish. Alternatively, you can provide an external verbal pacing.
- Advise the client to aim to hold the contraction with maximal pain-free effort for 30 to 60 seconds. If the client cannot do so without experiencing pain, then this is not the appropriate exercise for them at this stage.
- Allow for a 1-minute recovery between each isometric contraction. Repeat isometric contractions, interspersed with rest breaks, for as long as there is no pain or discomfort.
- If the client becomes aware of, or distracted by, discomfort that could be

leading to pain, they should stop the exercise. Practitioners should avoid sensitising the nervous system with repeated aggravating tasks.

Other TNT tips

- Remember that the intent of training is to regain neural control, so it's not appropriate for the limb to shake with effort!
- This is not a training program for balance, so clients may hold onto furniture for assistance if needed.
- If the exercise causes pain before 30 seconds is up, then the training load is too high; make the exercise easier by decreasing resistance. If the contraction can be held easily for more than 60 seconds, the training load is too low.
- TNT can be utilised throughout the whole body. Be sure to consult a physiotherapist or health professional for additional assistance.

TNT for patella tendon pain

In the case of training clients with patella tendon pain, the following approach is appropriate:

- Tie a heavy therapy band or tubing to a stable upright.
- Place the band around the knee and step back away from the upright until sufficient tension is generated on the band.



The 30-second article

- Tendon pain can be slow to treat and easily aggravated, and recurrence rates can be high, preventing clients from maintaining their fitness regime
- A new tendon management approach called TNT (tendon neuroplastic training) stimulates the client's brain at the same time that they perform isometric strength training exercises
- This approach can induce immediate, and natural, pain relief that can last up to 45 minutes
- By enabling greater movement variability, the body is less likely to experience injury recurrence.

- Extend the knee against the resistance of the band in standing, and hold the contraction isometrically. A slow build-up and hold of heavy resistance engages muscle activity and minimises the risk of tendon pain exacerbation.
- Count with a metronome (backwards for a mental challenge) for 30 to 60 seconds. An externally paced hold of the contraction, particularly with mental distraction (counting), creates an alternative program for cortical control of muscles involved in the contraction. Once the contraction is made, there is no need for the client to think about the muscle or tendon in particular, but rather, to just hold the position under heavy load. This type of training begins the process of muscle activation that is automatic rather than a conscious contraction.
- There should be effort with the contraction but no pain. At the end of the contraction, the client should notice that the affected muscle tendon complex feels less irritable, more strong, more stable or easier to control. With symptoms more under control, the client will be better able to participate in, and enjoy, training.



Extend the knee against the resistance of the band in standing, hold the contraction isometrically

TNT offers a new dimension to training clients with tendon pain and builds on the foundation of previous research. It can be used as a tool to enhance compliance with training or as part of a self-directed and active self-management program.

Stay tuned: with continuing research into the mechanisms responsible for tendon rehabilitation, more advances in this area could be on the horizon. **N**

Thuy Bridges, BAppSc (Physio) is the Director of PhysioWISE physiotherapy and Pilates clinics in Sydney, author of *Length, Strength and Kinesio Tape* and an educator of dynamic presentations to health, movement and fitness professionals worldwide. physiowise.com.au

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Serves 1

Ingredients

½ or ¼ avocado, depending on size
Small handful baby spinach leaves or 4 leaves cos lettuce (romaine lettuce)
½ cup (125ml) coconut water
½ cup (125ml) almond milk or coconut milk
1 teaspoon chia seed or golden ground flaxseed
2 tablespoons protein powder
1 tablespoon Organic Superfood

Combine all the ingredients into a good high speed blender. Blend until smooth and creamy. Enjoy!



Raw muesli

Blueberries are rich in vitamin C, which helps to keep the skin firm by aiding collagen production. Collagen gives strength and structure to your skin and is vital for elasticity and firmness. Silica is also a trace mineral found in berries that assists with collagen formation as well as helping improve skin's hydration and elasticity. Apple adds sweetness and is high in pectin fibre that helps keep you fuller for longer, as well as a mineral called boron that helps strengthen your bones and keep you alert. Almonds are packed full of protein and heart-healthy fats that are kind to your arteries, help lower

cholesterol and keep blood sugars stable. Almonds are also rich in vitamin E that is the most important antioxidant for the skin and protects against ageing.

Serves 1 – 2

Ingredients

Handful raw almonds (¼ cup)
2 tablespoons organic flaked coconut
1 red apple, diced with skin on
4 fresh pitted dates
Almond milk or yoghurt to serve
Fresh fruit and boosters to serve

Combine ingredients into a food processor or blender. Process for 10 to 15 seconds, or until just combined and mixed in a little. Place in a bowl and fold through blueberries and banana. Enjoy with almond milk or thick natural yoghurt with live cultures.

If preferred, add fresh figs, orange zest and pomegranate in place of banana and blueberry, and Brazil nuts in place of almonds. Boost the protein by adding 1 tablespoon Healthy Chef Protein when blending, or add a superfood hit by mixing 1 tablespoon of Organic Superfood into the yoghurt. Alternately, blend the whole lot with coconut water for a delicious smoothie!

Teresa Cutter, aka The Healthy Chef, is one of Australia's leading authorities on healthy cooking and the author of the *Purely Delicious* recipe book. A chef, nutritionist and fitness professional, she combines her knowledge of food, diet and exercise to develop delicious recipes that maximise health and wellbeing. The Healthy Chef Recipe App is available from the App Store and Google Play. thehealthychef.com

REAL WORLD PT

SHANNON PIGDON HEALTH, WELLNESS & FITNESS COACH NSW

Photo credit: Ben Mason



A SNAPSHOT OF HOW TODAY'S
PERSONAL TRAINERS ARE WORKING,
LIVING AND SHAPING THEIR CAREERS

? Business name:

Lonedog, lonedog.com.au

? How long have you been a PT?

Seven years

? Are you full time or part time?

Full time

? Why did you become a trainer?

I enjoy being surrounded by movement and exercise.

? Do you specialise?

Group training is what we have a great reputation for.

? What's your signature style of training?

Our Lonedog M.P.E. program is our most popular. It's a non-choreographed group environment that allows people to progress as individuals. We utilise whatever the clients ask for and aligns with their style and goals: kettlebells, TRX, Animal Flow, battling ropes, barbells, boxing, ViPRs and Sandbells, all blended throughout. The toys they appreciate the most currently are the TriggerPoint kits, heart rate monitors and PowerPlate – tools that enhance their recovery and performance.

? How many hours do you train clients for each week?

It varies between 20 to 40 hours.

? How many hours do you spend working on your business?

Again this can change, but an average of 20 to 40.

? What hours do you work?

6am start with an 8pm finish weekdays. This is a mix of group sessions, PT and admin. Saturday and Sunday sometimes include specialty programs or facilitating education workshops for Australian Institute of Kettlebells, TRX and TriggerPoint.

? What do you do in any downtime during the day?

I schedule in downtime that includes continuing education and time for my own training (I'm a Kettlebell Sport athlete for fun). When our schedules align, I will jump at the opportunity to grab lunch or a movie with my wife Cheryl.

? How much do you charge for training?

We offer a range of services, and prices vary based on specialisation and frequency. You can find details on our website.

? How many clients do you have?

I don't keep score. It's somewhere north of 120 amazing people that I get face-to-face training time with each week. Plus, some others that I work with less frequently (fortnightly, monthly or occasionally)



? How long do your clients stay with you?

85 per cent of our clients are long term (12 months+) with many choosing to work with us for longer. We have relationships that have been ongoing since Cheryl (my wife and business partner) founded Lonedog nine years ago.

? How do you get new clients?

Word of mouth trumps any of our other marketing. Nothing sells our product better than the results clients achieve and the testimonials they share.

? Do you vet clients before you agree to train them?

Yes. We offer a free initial consultation that includes a health screen, movement observations and a program design questionnaire.

? Do you ever turn clients away or refer them to other PTs?

We absolutely refer clients into our network. Some people are seeking specialisation and others have requirements outside of our scope. We have never turned anybody away, but we also understand that we may not be the perfect fit either. People have made a big decision in coming to see us, we want to guide them in the right direction for them.

? What makes you different to other trainers?

Rapport and empathy. Working with people and asking what they want so we can explore the solutions together. When people don't want to do what you suggest, the problem is not a non-compliant client, the problem is

your program and your approach, regardless of how proven and effective it is.

? What do you do in terms of your ongoing education?

I'm a huge fan of always learning, particularly through face-to-face workshops. At the start of each year, I select which workshops, mentorships and immersions I want to be a part of and try to craft my calendar around the ability to pursue them.

? What is the best thing about being a PT?

The potential it has revealed in many aspects of life – not only fitness – for countless people I've met along the way.

? And the hardest?

Cognitive dissonance (ha ha – I wish I was joking!). It's a real challenge to introduce new concepts and education to people when it conflicts with their existing beliefs. These opposing points of view often cause a disruption in progress towards clients' goals. Understanding their perspective and building relationships can be difficult but are key for long term success.

? What's the biggest misconception about working in fitness?

That to get success in fitness or performance, sacrifices to physical and mental health are a standard part of the process. I know pro athletes who have performed at the top level but destroyed their bodies to do so and have witnessed plenty of people trading their health to pursue their 'perfect' body. I love their passion and intention, but there



are plenty of strategies that allow high performance, peak health and looking good on the beach at the same time.

? Where would you like your career to take you?

I'm incredibly grateful for where it has already taken me. You start with your vision and as you follow it, these tangents of opportunities keep arising. Your work can manifest some brilliant experiences and I am excited for what else will present itself while cementing Lonedog in the health, wellbeing and fitness community.

? What is your fitness philosophy?

Learn by doing. Remain open-minded and explore things for yourself. Everything continues to evolve so you must also retain that ability.

? What advice would you give to someone starting out as a PT?

Surround yourself with mentors and like-minded passionate people, but don't get fixated on any one guru. Don't be afraid to ask questions, and maintain the humility to collaborate. **N**

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AQUA INSPIRATION

HITTING THE WALL!

By thinking outside the box and using the edge of the pool as a training tool, you can deliver an awesome and original aqua workout.

WORDS: DEBI GODFREY

How many times have you turned up to instruct your aqua class with a class plan in mind, only to be told that ‘due to restrictions in the pool today, you only have one lane available’?

Well, it’s time for Plan B to look like a well-polished Plan A.

One constant that we have in the pool is an edge. So, the edge of the pool/wall/barre is where we should focus our exercises. For an entire 45 minutes? Yes, why not?

The wall of the pool offers some fantastic advantages:

- It is the perfect place to hold on to, lean against, aim for, and hang off.
- It is the perfect place to provide an amazing amount of turbulence. As you push water towards the wall it pushes it right back at you.
- Participants cannot talk to each other easily, so it cuts out the chit-chat.
- As instructor, you have a great vantage point to check participants’ technique.

Upper body

Let’s begin by looking at some simple moves

for the upper body that use the wall as a training aid.

With participants facing the wall, keep them at arm’s length from the wall for a move that I refer to as ‘hand taps’. By using this term, as opposed to ‘hit’ or ‘punch’, participants will only touch the wall lightly. This movement requires your participants to engage their stabilising muscles. Variations on this exercise can be alternating taps, cross taps, single arm taps, unison taps, and diagonal tap with a triceps kickback.

Another favourite is the reverse breaststroke arm movement. This is very effective, as it forces the water into the wall and therefore causes a great amount of turbulence as the water pushes back to the participant. Variations on this movement are both arms in unison, alternating arms and infinity arms.

Lower body

Moving to the lower half of the body, the options are limitless.

Keep your participants at leg’s length from the wall for the movement I call ‘foot



The 30-second article

- The edge of the pool can serve as an anchor point for participants to hold onto, and can also enable high levels of turbulence to be created
- The wall enables effective upper body exercises such as numerous variations of ‘hand taps’ and the reverse breaststroke, as well as lower body ‘foot tap’ variations
- Changing participants’ direction so they are facing sideways or with back against the wall enables additional challenge to be created
- Even if you never have to deliver a class against the wall, you can add variety and interest to workouts by including one or two wall combinations in your classes.



Knee repeater



Gluteal bounces

taps'. Again, using the term 'tap', rather than kick, prevents the incidence of any injuries caused by over-enthusiastic participants kicking the wall too hard. Variations on this exercise can be alternating foot taps, single foot taps and unison foot taps.

Increasing the range of movement to activate gluteal muscles may include single leg foot tap and rear touch down; single leg foot tap and rear kick; diagonal single leg foot tap and rear touch down; and diagonal single leg foot tap and rear kick.

To increase the activation of abdominal muscles, include variations such as unison foot taps; unison foot taps with a rear touch down; and unison foot taps with a rear suspended extension.

Changing directions

By changing the direction of participants' position in the pool you can create even more challenges to the above exercises.

For example, with participants' backs to the wall, variations on foot taps may

include rear foot taps to the wall and leg extensions to the front, and to engage the abdominal and back muscles in a unique way, unison foot taps to the wall and a full body suspended extension to the front (I call this the 'reverse rock'n'roll').

When standing *sideways* to the wall, I like to work with two angles. An angle of 45° allows for really dynamic knee repeater movements. Adding a sprinting single arm movement to this delivers a great cardio boost. An angle of 90° is great for leg movements such as leg swings, hamstring curls and gluteal bounces, all of which are performed in the sagittal plane.

This position is also great for hip abduction movements in the transverse plane, and then, of course, a combination of both these moves.

Time to hit the wall!

There are numerous combinations of exercises that you could put together to create a fun, interesting and functional

workout against the wall, but here are two tried and tested ones to get you started.

WORKOUT 1: Cardio crush!

This combination is an amazing cardio routine using lower limb large muscle groups. With the left side of the body to the wall, lightly hold the wall with the left hand and perform 8 reps of each of the following moves with the right leg.

- Knee repeater movement with a rear touch down (45°)
- Knee lift to front (90°)
- Knee lift to side (90°)
- Knee lift doubles front and side (90°)
- Hamstring curls with rear raised leg (90°)
- Gluteal bounces (90°)

Turn to other side and repeat with the other leg

WORKOUT 2: Awesome obliques

This combination provides a great oblique workout. Increase the intensity by adding a jump on the supporting leg while performing the diagonal leg kicks. Facing the wall, hold arms across the chest with open hands (to



Arms crossed with open hands



Long lever cross taps add diagonal rear kicks

maximise resistance) and perform the following moves.

- Small fast oblique twisting movement (x16)
- Small fast cross hand taps (x16)
- Right arm long lever cross taps (x8)
- Add the right leg diagonal kicks (x8)
- Left arm long lever cross taps (x8)
- Add the left leg diagonal kicks (x8)

Repeat from the top

I encourage all instructors to develop a repertoire of combinations to perform at the wall. You'll be surprised how many you already know and have in your exercise cache. Even if you never have to deliver an entire class against the wall, it's worth considering the variation and interest that you can add to your classes by including one or two combinations against the wall in every class. **N**

Debi Godfrey has been teaching aqua fitness for over two decades, both in South Africa and then in Australia when she moved to Sydney in 2000. In addition to her Liquid Barre program for deep and shallow aqua, Debi teaches Aqua Zumba and Gymstick H2O.



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Debi is presenting at FILEX 2017 – find her session at filex.com.au or in the brochure accompanying this magazine



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MINDSET COACHING:

MOBILITY FOR THE MIND

Challenging what you think you know to be true can be pretty uncomfortable, but it's essential if you are to become a better version of yourself.

WORDS: GREG SELLAR

In fitness, we talk about having mobility – being able to move our joints and body through different ranges of motion to suit everyday activity. If you concentrate too much on one aspect of fitness, like developing strength or endurance, typically you'll limit the mobility you have around a joint, meaning you'll be able to move less freely and the muscles become less responsive. It's the same in your mind – if you repeatedly reinforce unhelpful thinking, you strengthen the brain's neural pathways, making it harder to change.

We tell ourselves the same inaccurate stories over and over again because they're easier to digest and keep us comfortable in the status quo. After about 66 days on average of forming new habits, you begin to entrench behaviours, limiting beliefs and mental roadblocks that fester to the point where we grind to a halt. Sound familiar?

The stories act as excuses to not do anything differently than we have in the past. Common phrases such as 'oh yeah, that doesn't work for me', or 'I'll believe it when I see it' are examples of being in denial that change needs to take place. It's hard to clear out old thinking to gain mobility because most of those thoughts have been entrenched since around age six, when the neural pathways in the brain reach full development.

Nobody wants to hear the truth: we're scared we'll find out we were wrong all along, so we hold onto our unhelpful thoughts for dear life. Do you ever reach that point during an argument with someone where you realise that you're wrong – you've lost, yet you'll keep fighting just to save face? That's what happens when we lose mind mobility; it stops us from being better versions of ourselves because challenging what we think we know to be true can be pretty uncomfortable. We have to get comfortable with being uncomfortable.

We have thoughts running through our heads all the time in a subterranean insanity that gets out of control when the things we're saying aren't helpful. Every one of us will process approximately 60,000 thoughts by the end of the day, and of those, 45,000 are negative. That means, 45,000 times a day, we're telling ourselves 'no', 'can't' or 'won't'. It's subconscious, unintentional, and an incredible amount of time we spend listening to that little Devil with Tourette's that sits on our shoulder.

One of the biggest problems is that we spend a huge amount of time beating ourselves up and saying the most





The 30-second article

- Repeatedly reinforcing unhelpful thinking will strengthen the brain's neural pathways, making it harder to change
- It's hard to clear out old thinking to gain mobility because most of those thoughts have been entrenched since around age six
- If we want to perform at our best, we have to improve our mental mobility and be open to accepting when we are wrong and to adopting new ways of thinking
- Gaining greater mind mobility moves us along a critical path, outlined by the '4 L's' – Legends, Lenders, Likers and Losers.

horrible things to ourselves that we would never say to anyone else. It's debilitating and gets us caught in a downward thinking spiral that's difficult to get out of. We spend so much time arguing with ourselves and convincing ourselves why we can't do things, that it becomes a self-fulfilling prophecy. We allow it to happen because we think nobody can hear us, which may be true, but they hear the other things we say, see the things we do and they feel how they feel when they're around us.

Your thinking is like a computer – unhelpful thinking is the virus that corrupts your software, slows down the operating system and interferes with installing new apps. When we have less mobility, we turn up in everyday life as versions of ourselves that are letdowns. Whether it's a physical thing in that we're not looking after our health, or a psychological thing and our mindsets aren't right, we pretend to get the job done, but in truth, reek of under-performance. If we want to perform at our best, we have to improve our mobility to get there. If you don't, you're the very definition of immobile, which renders you motionless or paralysed. If you can't escape that cycle, your problems will multiply.

Did you know:

- depression and anxiety are the most prevalent mental disorders experienced by Australians



Nobody wants to hear the truth: we're scared we'll find out we were wrong all along, so we hold onto our unhelpful thoughts for dear life.



- depression alone is predicted to be one of the world's largest health problems by 2020
- almost half the total Australian population will experience a mental health disorder at some point in their lifetime.

Sounds a bit bleak, but I want you to imagine a spectrum from 'depression' sitting at one end, to 'Oprah' sitting at the other. Most of us sit somewhere in the middle – we're not 'depressed', but we're not 'ecstatic' either, and the aim is to gain enough mobility to be able to close this performance gap. We have to be able to adapt and move better with the flow of opportunity to better play the game of life because the bridge between failure and performance success isn't as wide as we think.

The 4 L's

Gaining greater mind mobility moves us along a critical path. This is outlined by the '4 L's' – Legends, Lenders, Likers and Losers.

Losers

Losers underperform and are immobilised by using phrases such as 'I can't' or 'It's not possible'. A mindset shift needs to take place by finding value in what you do, embracing challenges and finding inspiration in others. When you can adopt a growth mindset, you will have made a commitment to want change.

Likers

Likers are happy to think small, or not at all; sit on the fence to keep the peace; are generally immobile and admire from the sidelines. Likers need motivation and the resulting action to gain mobility. We have motivation and action the wrong way around – people wait to be motivated before acting, whereas you should act first and the motivation will follow. Just get started.

Lenders

Lenders are inclined to be in action mode, but can fall off the wagon; experience 'success' in peaks and troughs; and form judgements on self and others, but they're less frequent and less harsh. Consistency is required around actions to level out the win/loss cycles. If you think of your unhelpful thinking as a freeway, by being consistent, we're creating new thinking 'off-ramps' to exit the freeway, directing future thoughts and behaviours. New productive habits equals increased mobility.

Legends

Legends recognise thoughts as just that – thoughts; know what they think isn't reality, but only what they feel in that given moment; and are aware enough to snap out of irrational thinking, gain mobility and get back on track fast. Legends know that they will always be a work in progress, but are moving towards the point where their mind is free from unhelpful thinking and completely mobile. In his 'The End of History Illusion' TED Talk, Dan Gilbert points out that people mistakenly tend to think that who they are now is who they will be forever. Legends have mobile minds because they are always exposing themselves to new things, new learning and new ways to live.

Which one are you? **N**

Greg Sellar is a performance coach and serial 'life hacker', challenging people to change the way they think and act. With a degree in Sports Science and a Diploma in Coaching, Mentoring and Leadership, he has worked with some of the biggest names in global fitness. gregsellar.com

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Greg is presenting at FILEX 2017 – find his sessions at flex.com.au or in the brochure accompanying this magazine

HOW TO MAKE A GREAT FIRST IMPRESSION

ON NEW CLIENTS

By being authentic, professional and attentive to prospective clients' needs, you can instil confidence and set the foundations for a long term working relationship.

WORDS: FITNESS AUSTRALIA



Have you heard the saying 'Your first impression is the last impression?' It suggests that the impression people get when they initially meet us can create a lasting perception of what they think we are like – and this applies to the trainer-client relationship too.

'First impressions can have a really lasting impact on how clients perceive you and how they look to you as an expert,' affirms Tom Hart, Asia Pacific Regional Coaching Manager at Net Profit Explosion. Here are his top tips for getting it right.

Listen before you talk

According to Hart, where many trainers go wrong in their first meeting with a new client is talking to them about what they do, their training methods, giving them a tour of the gym or showing them the exercise equipment on offer before really finding out their needs. The first priority should always be to get to know and understand the client. 'You need to find out what their frustrations and challenges are, so you can present a solution to that problem' he says.

Be genuine

Clients do expect personal trainers to be upbeat, positive and motivating, but that doesn't mean you need to put on an overly-zealous persona that isn't really you. 'I've always believed that it's

important to be open, honest and genuine,' says Hart; 'Clients will relate to people they know and like, and being genuine is a big part of that, plus you'll build longer lasting relationships with people that way. Always aim to mirror your prospect to enable them to feel comfortable enough to open up to you about their needs.'

Have a sales script

It's vital to have a structured, planned approach or 'script' to help you confidently handle initial sales-related conversations with new clients, where you run them through the programs you have to offer. 'In our Auto-Closer sales system, which is part of our CEC accredited Accelerator program, we have a script we supply to trainers that teaches them how to have that initial conversation, whether it's in person or on the phone, and it sets everything up so clients are ready to buy and ready to make a decision to change their life' says Hart; 'Ultimately, sales is solving someone's problems and helping them realise they need to commit to a better life. By having a well thought out and well executed sales process, you are providing a service to your prospect by allowing them to fully understand their goals, drivers and motivations, while positioning you as the best person to help them achieve their goals and better their lives.'

Look the part

'Your appearance is part of your brand and your first impression' says Hart; 'It's important to dress appropriately, depending who your target market is.' If you train corporate types over 50, for example, pants and a polo shirt or a simple but smart-looking top might work nicely, whereas if you have a younger clientele you can likely get away with more fashion-forward or experimental outfits. If you're going to have a workout before meeting a prospective client, allow yourself enough time to shower and clean up beforehand, and always be ready five minutes early so you can meet your prospect with a smile when they arrive – because first impressions last. **N**

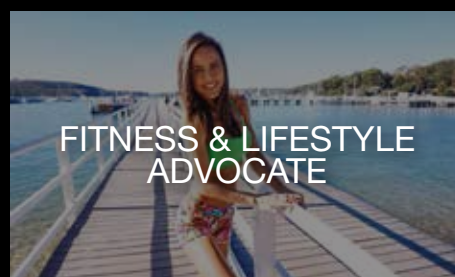
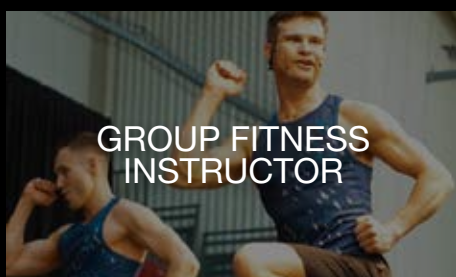
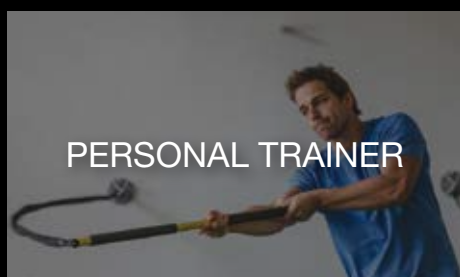
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RESEARCH REVIEW:

EXERCISING FOR 2? UPDATED GUIDELINES

FOR AN ACTIVE PREGNANCY

A review of evidence-based research has delivered some highly recommended reading for fitness professionals – comprehensive guidelines on physical activity for pregnant women.

WORDS: ASSOCIATE PROFESSOR MIKE CLIMSTEIN & JOE WALSH

Title: Exercise and pregnancy in recreational and elite athletes: Evidence summary from the IOC, exercise in women planning pregnancy and those who are pregnant.

Author: Drs Bo and colleagues. (Department of Sports Medicine, Oslo, Norway)

Source: *British Journal of Sports Medicine*. Available free online: bjsm.bmj.com/content/50/10/571.full

Introduction: In a recent tutorial for the Master's degree in Clinical Exercise Physiology, a student inquired which of the 'guidelines' she should follow for exercise prescription for women who are survivors of breast cancer. This was actually a very good question which had resulted from previously providing two different sets of exercise prescription guidelines in the course lecture. One of the guidelines was from Exercise and Sports Science Australia (2009) and the other from the American College of Sports Medicine's initiative Exercise is Medicine (2014).

I prefaced my answer by reminding the students that their exercise prescriptions must be evidence-based. In case you're unfamiliar with this term, Sackett defined evidence-based practice (EBP) as 'the integration of best research evidence with clinical expertise and patient values'. That's why it is of the utmost importance that we are always abreast of the literature in our area(s) of expertise – to ensure the best outcomes for our clients/patients.

In short, all exercise prescriptions, regardless of whether they are prescribed by a medical doctor, accredited exercise

physiologist (AEP) or personal trainer, must be safe and effective. These guidelines (also called position statements), which we follow for exercise prescriptions, are derived by experts from the currently available scientific research. The guidelines will change over time as new research findings become available, particularly with regard to the best outcomes using exercise as medicine/treatment. For example, Exercise and Sports Science Australia released a new position statement in October on exercise for the prevention and management of osteoporosis (clearly an important read for all AEPs, personal trainers and fitness enthusiasts). So, getting back to the question I was asked by my student, both of the guidelines presented were acceptable because they were evidence-based, and if the students were to look closely, they would find that there are only minor, subtle differences between the two guidelines.

Professor Bo and her colleagues have updated the guidelines on physical activity/exercise for women planning to be pregnant or those currently pregnant. The guidelines are quite comprehensive, so we have only addressed a number of the topics in this Research Review. As this is quite a comprehensive set of guidelines, we'll provide an overview in this Research Review on the following selected areas:

Musculoskeletal adaptations to pregnancy: The growth of the uterus results in a change in the centre of gravity, which may result in progressive lumbar lordosis and anterior rotation of the pelvis on the femur – both of which could interfere with certain exercises or performance in specific sports.



The 30-second article

- Exercise prescriptions must be evidence-based, a term defined as 'the integration of best research evidence with clinical expertise and patient values'
- Using evidence-based research findings, scientists updated the guidelines on physical activity/exercise for women who are, or are planning to be, pregnant
- The guidelines address areas affected by pregnancy, including balance; musculoskeletal, thermoregulatory, and cardiorespiratory adaptations; and gestational weight gain
- The guidelines also address strength and endurance recommendations, as well as contraindicated behaviours, such as high-intensity exercise at altitude, scuba diving, Olympic lifts and sports in which collision or impact could occur.

Balance with pregnancy: Balance is affected after the first trimester, and this places women at an increased risk of falling (2 to 3-fold higher risk).

Cardiorespiratory adaptations to pregnancy: From the fifth week of gestation, there is a significant alteration to the cardiovascular system as blood flow must be shifted to the foetus. The heart



“

From the fifth week of gestation, there is a significant alteration to the cardiovascular system as blood flow must be shifted to the foetus

”

changes structurally, with the internal cavity increasing in size with no commensurate increase in wall thickness. Resting heart rate increases by 15 to 20bpm, and stroke volume (the volume of blood pumped from the left ventricle per beat) increases by approximately 10 per cent in the first trimester.

Thermoregulatory adaptations to pregnancy: The foetal neural tube is developed at around five to six weeks from the last menstrual period: raising body core temperature above 39°C can increase the risk of foetal (neural tube defect) abnormalities.

Exercise at altitude: Given the popularity of altitude training centres here in Australia, we felt it was important to include this information in this review. The theoretical concern with exercise at altitude (the authors admit there are no studies available on pregnant endurance athletes exercising at high altitude, simulated or actual) is that, while pregnant, hypoxia and exercise both decrease blood flow to the uterus, which would result in a decrease in foetal oxygen saturation. The authors therefore advise avoiding high-intensity exercise at altitudes greater than 1,500 to 2,000 metres.

Endurance: In recreational athletes there were no differences in maximal aerobic capacity ($VO_2\text{max}$), however in highly conditioned athletes a moderate to high level of exercise during and after pregnancy may lead to an increase in $VO_2\text{max}$ of 5 to 10 per cent.

Strength training: Light to moderate weight training was reported to generally have no adverse health effects; however, there is scant research available on strenuous strength training in recreational individuals and none on pregnant elite athletes.

Sports and activities to avoid: Sports or activities associated with possible trauma by a collision, or being hit by something (ball, stick, falling) should be avoided. Similarly, sudden decelerations are highlighted (e.g. bobsleigh) and similar concerns would apply to sports with inertial effects (e.g. Olympic Lifts). Also,

pregnant women are advised not to scuba dive, as the foetus is not protected from decompression problems and is therefore at risk of malformation and gas embolism.

Fatigue: This is a common complaint throughout pregnancy, affecting approximately 90 per cent of women. It is generally not related to a pathological problem; however, exercising women are advised to get their haemoglobin checked to ensure they are not anaemic.

Gestational weight gain: This is the amount of weight gained from conception to delivery. The authors have provided guidelines, which are based upon their pre-pregnancy BMI (see Table 2 in the full article). For example, a normal weight woman (BMI 18.5 to 24.9kg/m²) should have a weekly weight gain of 0.35 to 0.5kg. Women with twins have a separate recommendation, for example a normal BMI woman would gain 16.8 to 24.5kg during the course of her pregnancy with twins.

Conclusions: This is a comprehensive guideline, a must-read for all active pregnant women, women planning a pregnancy, AEPs and personal trainers.

Pros: Good article which summarises common conditions, illnesses and complaints that may interfere with strenuous exercise and provides recommendations for exercise training. We strongly recommend all women who are pregnant or planning to get pregnant seek their GP's and/or specialist's advice with regard to physical activity/exercise.

Given this article is available free online, we advise all women who are pregnant or planning to get pregnant to read this article.

Cons: None. **N**

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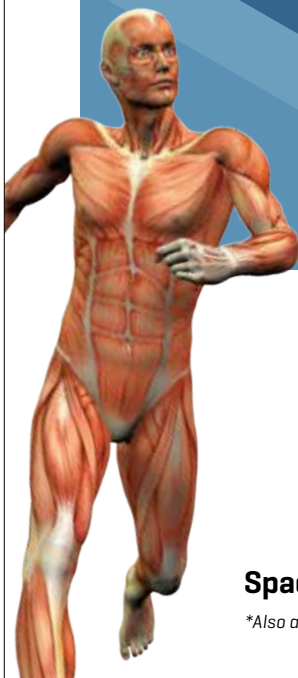


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TRAINING CLIENTS WITH DEPRESSION

Personal trainers are uniquely positioned to both recognise the signs of depression and to help those suffering its debilitating effects.

WORDS: JAN MARSH & LIONEL PADIAL

Working with depression – is that my job?’ you may ask. It will definitely come into your job. If you work with people in any way at all, you will come across individuals who are depressed. About one in seven suffer from depression, one in eight take antidepressant medication.

As a personal trainer you are in a unique position to see a change in mood or notice someone who is stuck and can’t get motivated.

Depression is sometimes referred to as the common cold of emotional problems. Everyone feels ‘down’ or miserable at times, especially in the face of disappointment or loss. Usually, these feelings pass and we move on in some way. Gradually we take pleasure in the enjoyable aspects of our life again and the bad feelings fade.

When depression sets in, however, it feels impossible to shake off the feelings of gloom and misery, even when something good happens. Depression is a cluster of mental and physical symptoms which are more persistent than the occasional off-day. The physical signs are disturbances in sleep, appetite and energy levels, while the mental effects include loss of enjoyment, lowered motivation and increased feelings of failure and self-criticism.

At its worst, people describe difficulty concentrating and thoughts of ending their lives. If a client has either of these signs, encourage them to seek help from a doctor or psychologist. Sometimes people need professional treatment before they can apply the strategies that will help them to help themselves.

Uncover motivations

If your client lacks motivation or is persistently self-critical, you will need to sit down for a gentle talk to find out what their inner world is like. What do they want to achieve and what are the obstacles? Can your client explain what the important factors are behind their stated goals? A depressed client may be clutching at straws to verbalise a reason for wanting to achieve their goal, so tease out the underlying drivers with some open questions: How will this goal contribute to their lives? What do they want to feel inside? Does it fit with their values? What would family and friends think? Asking these questions can help your client to be authentic and true to themselves.

Then, together, design a program that has the best chance of cutting through the lack of motivation and giving the client a sense of achievement. Because depression creates a strong feeling of powerlessness, small successes can help to rebuild confidence.

Eating for mental wellbeing

Good nutrition has been shown to have a powerful effect on mental wellbeing, which equals or even surpasses the use of antidepressants (search 'Julia Rucklidge' on YouTube for an insightful Tedx Talk on this topic). Unless you're a qualified nutritionist or dietitian, there are limits on how detailed your nutrition prescription to clients can be (see Perspective on page 6), but you can still offer general healthy eating advice. Encourage clients to reduce sugar and refined carbs, increase protein and fats and, most importantly for depression, increase the amount and variety of fruit and vegetables for the range of valuable micronutrients they contain.

Depressed clients can lose their appetite and graze rather than prepare adequate meals, or comfort-eat, bingeing on sugary foods which have a boom and bust effect on their energy: a spike, followed by a dip, followed by the urge for more sugar to get another boost. With their motivation likely to be low, you will need to be persuasive

to encourage your client to make changes. Suggest a small experiment, for example going two weeks without adding sugar to food or drinks, if possible recording intake alongside mood (a simple 1-10 rating is clear to most people). Simply recording intake can often change eating patterns for the better.

Moving for mood elevation

As a fitness professional, you know that exercise plays a huge role in promoting a positive mood. Modern lifestyles are generally too sedentary for our bodies, which are designed to move. Physically, mentally and spiritually, it's who we are. Someone struggling to get out from under the grey blanket of depression may also be aware that exercise would help – they may even have come to you for that very reason – but they need guidance to set the right goals and overcome the obstacles.

Take walking for example. A brisk 30-minute walk is a proven mood booster, promoting the development of an upright, open posture which in itself improves mood and confidence. Walking will get the client to breathe more deeply and fully, reducing anxiety and improving concentration. The effect of rhythmic movement on the body is centring and grounding. Walking relates us to our environment in a way which taps into millions of years of evolution, especially going barefoot on grass or sand.

Doctors say if only they could get their patients to walk regularly a good part of their work would be done. Clearly just saying 'walk!' is not enough. How can you help a client to implement a simple goal of walking regularly, so that they aren't only active when they are training with you?

First, ask your client about times of success and enjoyment and notice the answers. Do they reflect an interest in statistics? In that case, your client will enjoy recording times and distances, possibly on a phone app. Does your client talk about good times with friends? This client might do well with a walking group or by finding a buddy to walk with. Someone who says 'it just feels good' may be kinesthetic and will enjoy a focus on good form and 'doing it right'.

Adding other sensory stimulation, like listening to music, or walking

in surroundings with natural sights, sounds and smells, such as the beach or bush, can also enhance enjoyment.

Having found something that gives your client the best chance of enjoying the activity, you will need to help them set goals in small steps. We are all motivated by success and your client, already handicapped by the lead weight of depression, needs to feel empowered. Your warm response to any progress will mean a lot.

Timing is also key. To increase adherence, exercise needs to fit into daily life. 'No time' is a commonly given reason for not exercising, so encourage your client to work it into their routine by walking to work, taking a lunchtime stroll or pushing the baby to the shops in the stroller instead of driving. Dog owners are diligent about making time for their pet's daily walk – if only we all walked ourselves as conscientiously!

Once you have defined the goals, created an achievable program and made a time to check in, help your client to tune in to the process. In the case of walking, encourage them to stay focused on good posture, full breathing and greater body awareness. Connecting through our senses to the present moment creates a mindful, settling experience which can feel deeply centring and bypass negative thinking. **N**

Jan Marsh M.A. (Hons), Dip Clin Psych is a clinical psychologist with 40 years' experience working with clients from all walks of life. Her book *Harnessing Hope* (RRP \$14.99) is available from exislepublishing.com.au

Lionel Padial is a performance and wellbeing coach.

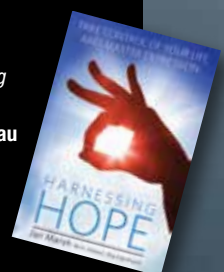


The 30-second article

- Depression is a cluster of mental and physical symptoms which are more persistent than the occasional off-day
- If your client lacks motivation or is highly self-critical, talk with them to discover what drives them
- Work with the client to build a program that rewards ongoing small successes and fits into their daily routine
- Good nutrition has been shown to have a powerful effect on mental wellbeing, so encourage your client to reduce sugar and refined carbs, and increase protein, fats, fruit and vegetables
- Something as simple as a daily walking program can help your client improve their mood and confidence.

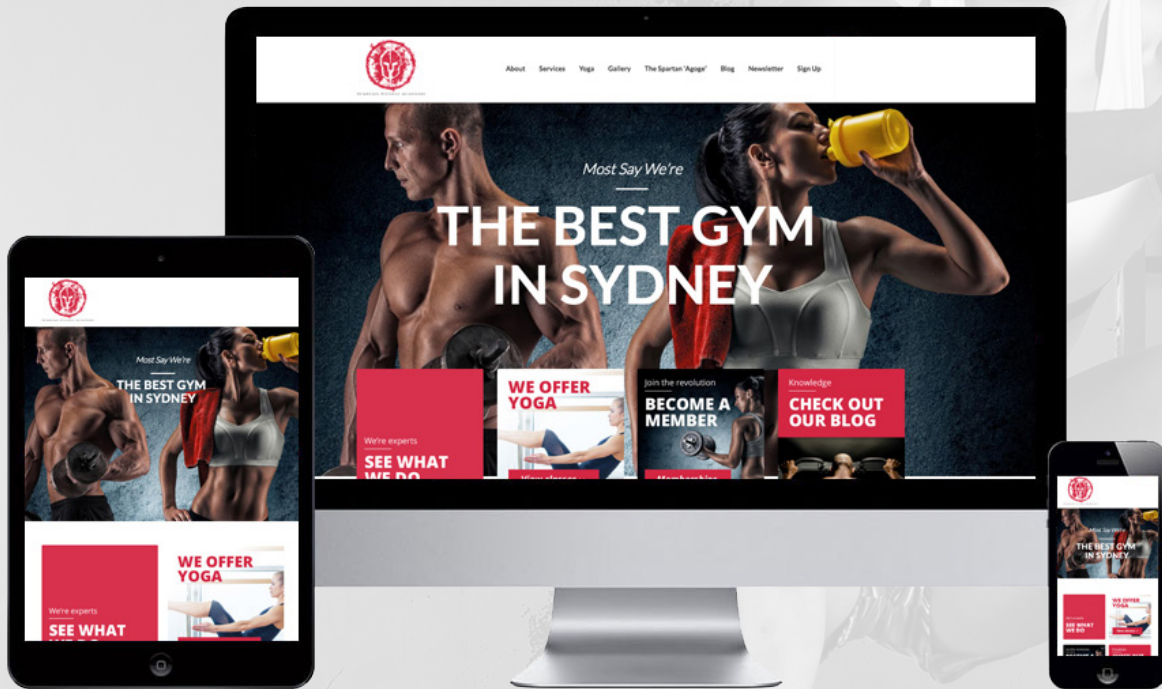
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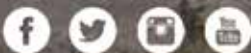
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NZ NEWS



News and views from the New Zealand fitness industry.

Working together for the good of the industry



A major education provider in NZ recently went into receivership, came out of it, and became part of an ownership dispute. The group that was most affected was the students, with some estimating over 1,000 people to be in various stages of enrolment or study. Rather than reiterate the issues related to the dispute, or make any judgement about it, I'd like to comment on how we, as an industry, responded.

By having a strong industry body, and robust registration body (REPs NZ), we were able both to help students affected by the incident, and to give confidence to those considering studying.

When the education provider went into receivership, REPs suspended its recognition. At the same time, as part of the ownership dispute, students were contacted by two different parties, both claiming legitimacy to continue delivering the course. This resulted in confusion for students, who were also uncertain whether their qualification would be recognised, and therefore enable them to work.

Soon after the suspension, REPs announced that it would offer all affected students free assessment against the REPs standards when they apply for registration with

REPs, as long as they complete a qualification in New Zealand within the next twelve months. This enabled the students to choose whatever provider they wanted, with no additional cost. This step was taken in recognition of the fact that students had made the decision to study with a provider that, at the time of starting their course, was recognised by REPs.

While this particular issue is far from over, and affected students may still face other challenges, at least their employability in the exercise industry has been protected via the assessment pathway from REPs – something that wouldn't be possible without a well-supported registration body.

This is just one example of why we need such a body and how, by working together for the good of the industry, we can all help each other grow.

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

New Health & Safety checklist

With significant law changes earlier in 2016, this continues to be an area that both exercise facilities and exercise professionals are looking for support in. Following on from its comprehensive guide for exercise facilities (a Members-only resource), and the exercise professionals guide released in October (free to all REPs registered exercise professionals), ExerciseNZ has now released a one-page health and safety checklist (available for free at facebook.com/exercisenz). The checklist identifies the key concept, minimum requirements, and industry-specific items needed to operate in New Zealand, as well as where to get help if needed.



NZ exercise industry's big weekend

The New Zealand exercise industry's big weekend took place on 25 to 27 November. Featuring the FitEx Conference, together with the Exercise Industry Awards, collectively it hosted over 1,000 individuals from around New Zealand.

Full details of finalists and award winners can be found at exerciseindustryawards.co.nz and details of the FitEx conference at fitex.co.nz



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fitnessu.com.au

Gateway Pilates from Polestar

Polestar's Gateway for Pilates course is the most comprehensive introduction to teaching Pilates, the Pilates Method and the Polestar Principles of Movement. It's a chance to expand your skills with a series of mat and equipment-based exercises, and to learn the deep practical skills needed to teach a series of Pilates Method sequences. Offering the flexibility of face-to-face and online study, Gateway will enhance your understanding of biomechanics and common movement pathologies to help keep your clients safe from injury.



polestarpilates.edu.au

YogaFit Warriors Retreat

Network is excited to be facilitating the inaugural YogaFit Warriors Retreat! Located in the relaxing eco wilderness paradise of Ballina, it's the perfect place to take your yoga teacher training to the next level. Gain a deeper understanding of how trauma gets stored in the body and why yoga is particularly effective at alleviating symptoms of post-traumatic stress disorder (PTSD) and providing a pathway for natural healing to occur. The YogaFit Warriors Retreat runs from 25 February until 13 March 2017 and is accredited for 150 hours of teacher training through Yoga Alliance Australia. Spaces are limited, so book now to save your place.



yogafitaustralia.com/retreat

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fitnessnetwork.com.au/barre-attack

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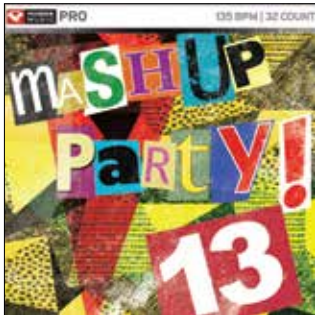


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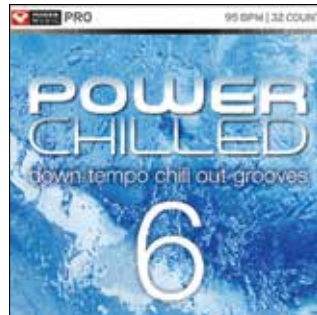
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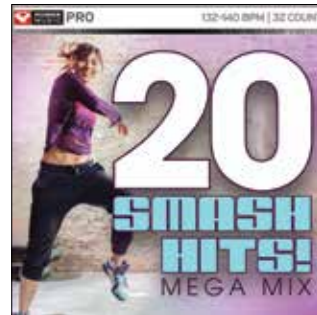
Pop Pilates - POP 7



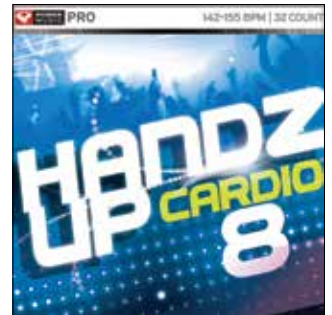
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