



7 HABITS OF HIGHLY EFFECTIVE TRAINERS

Success

If you want to be successful, practice successful habits not until you get it right but until you cannot get it wrong!

Highly effective Personal Trainers do certain things really well. These include:

1. They put first things first and in the context of successful personal training, this is yourself. Put yourself first – you are your product. Make sure you have a supportive environment for continual self improvement
2. They build positive personal and professional relationships - it is through relationships we are able to have the greatest impact
3. They are solution orientated - inspire change, become a believer and find a way where others can not
4. They are client-centred - negotiate change and stop telling people what to do, it just doesn't work!
5. They achieve results - focus on what is required and just do it
6. They plan strategies with their clients helping them set and achieve goals - be clear about the intended outcome and work towards it
7. They see themselves but also their clients as experts – build collaborative strategy

TEST YOURSELF AGAINST THESE HABITS



1. Do you prioritise yourself and your personal development or do you neglect your personal and professional development?

Neglect/too busy/not important

1.....2.....3.....4.....5

Prioritise myself and ongoing training

2. Are you able to quickly build rapport and trust with people particularly potential and participating clients or do you preserve what relationship you have by denying them the truth about their results or progress?

Protect my clients by always telling them they are doing well

1.....2.....3.....4.....5

Experience great open and trusting relationships

3. Do you find a way when there appears no way or do some clients just not have what it takes to get results?

Some clients just can't seem to stay motivated

1.....2.....3.....4.....5

I am consistent and persistent at helping people change

4. Do you trust your clients enough to allow them to find their own solutions or do you take the responsibility of making sure clients 'work hard'?

It is my role to change my clients

1.....2.....3.....4.....5

My clients have the right to stay the same and not change

5. Do your clients achieve results or do you suffer from higher than you would like drop out from your programs?

My clients do come-and-go a little

1.....2.....3.....4.....5

My clients achieve results (the results they desire)

6. Do you spend time planning, reviewing and progressing your clients' goals or do you tend to conduct an initial sit down session before you start and spend the remainder of their sessions exercising them physically?

I spend very little time planning and reviewing with my clients after the first session

1.....2.....3.....4.....5

I spend at least 1 in 6 to 10 sessions planning and goal setting with my clients

7. Do you see your contributions as equal or are you the expert in fitness and therefore the person responsible for leading the new exercise regime?

I am the expert

1.....2.....3.....4.....5

I am no more the expert than my client in being able to develop a program that will work

How did you score?