

# **AMERICAN MUSCLE & FITNESS**

## **YOUTH FITNESS TRAINER CERTIFICATION PROGRAM MANUAL**



by

**GREGORY LADD, PRESIDENT**

1988 AAU MR. INTERNATIONAL 1987 AAU MR. NORTH AMERICA

Copyright 2013 All Rights Reserved.

# AMERICAN MUSCLE&FITNESS

## YOUTH FITNESS TRAINER'S CERTIFICATION PROGRAM MANUAL

### Legal Disclaimer

The Author accepts no liability for actions influenced or taken by anyone that reads this manual or receives a certificate of satisfactory completion of the *American Muscle & Fitness Youth Fitness Trainer Certification Program*. This manual is meant to inform, entertain and educate the reader. The reader should independently verify any errors or omissions. The reader accepts sole responsibility for any use or misuse of the information contained herein. **This text may not be reproduced except where noted within, or by written permission of the Author.**

## INTRODUCTION

Welcome to the American Muscle and Fitness Youth Fitness Trainer Certification Program. Youths are generally defined as the segment of the population 16 years old or younger. For purposes of this certification, ages 6 to 14 will be the primary focus because this group has not yet reached puberty and does not have the capacity to grow that an adolescent has. Training for this age group should be fun, game and sport oriented, but can also include traditional weight and calisthenic movements. Teaching you how to achieve your young clients' physical fitness goals safely is the primary purpose of this training manual. ***The main difference between children and the rest of the training population is that kids require an easier low volume/low intensity training approach, at least initially.*** The training routines in this manual are universal. They apply to children as young as six years old and can be adapted to any individual's training. The only caveat is that youngsters who have not yet achieved puberty will not be able to add significant muscle mass, but they will improve strength and fitness levels. Overweight pre-adolescents and clients of any age will be able to lose body fat by applying the weight loss training routines in this guide.

An important factor to consider if you are catering to minors as your client base, is the unfortunate and very real chance that an allegation of sexual abuse or inappropriate touching may be made by the child. ***More than one adult or a parent must always be present when a minor is training. At no time should you be alone with any minor client. Any harassing, sexual or cursing language by other members in the exercise area must also be avoided. Note that it is a felony in the USA to discuss steroids or any drug with your clients, or to tell them where to acquire steroids or other illegal drugs. You cannot under any circumstances inject clients with any substance using a syringe.***

Youth Fitness Trainers can earn excellent money doing something that they love every day. This course is designed to take your training expertise to an under served segment of the fitness population and give you ideas for expanding your services. The material presented in this manual will introduce strategies for acquiring, helping and retaining younger clients. It will also equip you with all-around training skills. Additional topics are: keeping things fun, safety and liability.

**A youth fitness trainer is a fitness technician.** As a fitness technician you will not be diagnosing injuries or illnesses, prescribing medicines, testing blood pressure or prescribing diets, you will be providing competent advice and safe instruction using standard tried and true training principles. You will also be working with a group of individuals that will require lower intensity training because of their age.

### General Adaptation to Stress

**The cornerstone of progressive resistance weight training is: Muscles adapt to stress by growing stronger, larger and by gaining endurance. This is called a *stimulus response*.** Randomized training, or changing exercises frequently, based on Hans Selye's General Adaptation to Stress (GAS) theory, will be the overarching principle guiding your young clients' training protocol. A menu of different training techniques will be outlined for both of the basic client goals: the weight loss client and the toning client. You will create a budding work ethic and positive mental attitude in your young trainees - the two main factors that will lead to excellent results for them. Armed with the routines and information provided in this manual, you will be able to instruct and motivate your charges to achieve their training goals. You will also provide them with specific, specialized workout plans and advice.

The material presented in this course will introduce strategies and exercise routines based on the GAS principle. A trainer's duties are examined, as well as muscle function and anatomy.

**As a Youth Fitness Trainer your customer's quality of care is of paramount importance.** The main difference between training children and other groups is the initial lack of muscular development and stamina that you may encounter. You may already have professional training experience with seniors, thirty-somethings, weight droppers, weight gainers, keep fitters, and athletes. Those individuals usually respond to strenuous exercise well. Kids will only be able to tolerate vigorous exercise after a prolonged break in period, and some of your very young clients may never do much more than run around and play during their time with you. Your patience and perseverance with the youth training market can translate into higher income for you. The pay scale for a Youth Fitness Trainer is as much as \$100 per hour.

After studying this manual you should be able to pull an exercise or routine out of thin air on a moment's notice. Because of the rapport building and sales techniques you will learn, your client retention rate should also be higher than average. Various principles presented here will coach you on the right answers to apply to any youngster's training regardless of age or condition. You will learn to understand the underlying feelings that motivate kids and how you can use those feelings as leverage to help keep them motivated.

A professional youth fitness trainer wears many hats. Always coach first, parents come to rely on him or her as a friend, confidant, psychologist, technician, problem solver, time manager, and businessperson. You are in business to make money and once you get started your current customers must become a constant source of referrals for new business. Your professionalism will speak volumes about your expertise. When parents start to notice their child's improvements, naturally they will brag about the great trainer they have found and the wonderful job that you have been doing for their kids. Your business will grow quickly. Parents tend to be more particular and more loyal than mainstream clients are, so they will also relate any negative experiences. Your business can go down the drain in a hurry if word gets out that you're negative, overbearing or miss appointments, especially if you are training a group of people in the same gym.

Always do the right thing, and be especially aware of your language and actions. ***Never swear, curse or make statements that can be perceived as sexual harassment,*** especially in today's litigation crazy world. Kids that come to you are very sensitive emotionally, especially about a medical condition, weight problem or other physical insecurity. Additionally, they should not be exposed to coarse joking, language or other negative influences that are sometimes prevalent in commercial gyms. Put your new, young clients at ease and never talk down to, or belittle, anyone you train.

**In order to determine a youthful client's readiness for physical exercise, it is especially important that their parents fill out a health questionnaire and waiver before you train them** (see following page). You can make copies of the one below and have the parents fill it out. Just add their names and your name. The completed form should be kept in your files. Always protect yourself from any potential legal suit by purchasing a good insurance policy in case something does go wrong. The cost is \$170-\$100 annually for a \$1,000,000 policy. You can contact Sports Fitness Solutions at <https://securepersonaltrainerinsurance.com/SIS> for more information and a policy. Let your insurance agent know that each customer fills out a waiver form and health questionnaire. Read the waiver to each client and go over it with him or her or it may not be considered valid in court if you ever have to go. Use common sense in every situation and if you think someone is going to cause a

problem in the long run decline to take that person as a customer. There are plenty of people who will want to be trained by you and you won't have to explain to a potential new client about a negative rumor they heard. That would start your relationship off on the wrong foot. Remember that your customers will quickly become lifelong friends.

An important aspect of a Youth Fitness Trainer's responsibility is to take a CPR course and know basic first aid. If someone has a cardio-vascular accident, you may be able to help (always call 911 in case of a medical emergency). It is recommend that you take a CPR class for your client's benefit. You'll probably never have to use it. If a client develops a minor muscle strain or excessive soreness the recovery formula is RICE -- rest, ice, elevation and compression for the sore area. After completing this certification course, you will be able to train any youth with confidence and in safety.

### **WHAT PARENTS LOOK FOR IN A TRAINER**

Parents may ask the following list of questions when interviewing you. Make sure that you have good answers ready at the initial interview.

Does the trainer have at least two years of experience as a trainer?

Does that include experience-training clients my child's age?

Will the exercise program be based on an individual assessment of my goals, abilities and health status?

Has the trainer worked with people with my medical condition (if any)?

Has the trainer worked before with a physical therapist or a physician?

Does the trainer have education in exercise sciences and program design?

#### **Does the trainer have a personal training certification?**

Is there a resource (advisory board, professor and colleagues) the trainer uses to answer questions and generate ideas? - yes - you can contact AMFPT with any questions.

Does the trainer feel that you should "work through" pain during exercise (the answer should be "no")?

Does the trainer recommend a diet or supplement? Since kids are generally not on diets, it is better to avoid making suggestions in this area - unless weight loss is the goal. Then tell them to cut out junk food and replace it with fruits, vegetables, popcorn and rice cakes.

The trainer has told me what to expect from the sessions.

The time commitment, including days my child exercises on his own, is clear.

The trainer seems to have a sense of humor and personality that we like.

The trainer listened carefully to my questions and answered them.

The trainer's clothes, posture and verbal skills are a good match for me.

We think we can spend several hours a week with this trainer.

The trainer can work in my home (if applicable).

I will receive written invoices and records of our sessions for my family and insurance company.

The trainer offers other services I'm interested in, e.g., referral to a dietician or physical therapist.

The costs of the session are clearly stated.

There is a cancellation policy I understand.

The trainer will give me references to past clients.

If coming to the house, the trainer is insured or bonded.

You must reassure the parent when you sign their child up that the exercise sessions are for their child's benefit and you will do your best to make sure that he or she is absolutely comfortable with everything you do together.

PHYSICAL ACTIVITY QUESTIONNAIRE FOR (child's name): \_\_\_\_\_

Read carefully and circle yes or no if it applies to you.

YES NO 1. Has your doctor ever told you have heart trouble?

YES NO 2. Do you frequently have pains in your heart or chest?

YES NO 3. Do you often feel faint or have spells of dizziness?

YES NO 4. Has a Dr. Ever said your blood pressure was too high?

YES NO 5. Has your Dr. ever told you that you have a joint or bone problem, like arthritis, that can be aggravated by exercise?

YES NO 6. Do you have back or neck problems?

YES NO 7. Is there a good physical or psychological reason not mentioned here why you should not follow an activity program if you wanted to?

IF YOU ANSWERED :

**YES TO ONE OR MORE QUESTIONS:**

If you haven't recently done so, consult with your doctor by phone or in person, before increasing your activity level! Tell him what questions you answered yes to on the survey. After medical evaluation, seek advice from your doctor as to your suitability for: unrestricted physical activity, probably on a gradually increasing basis; restricted or supervised activity to suit your needs, at least initially. If your doctor is aware of the problem, put your initials and a note next to the question(s) you answered "yes" to, explaining why it is okay To proceed with caution.

**NO TO ALL QUESTIONS:**

If you answered accurately, you have reasonable assurance of your present suitability for: a graduated exercise program. If you have a temporary minor illness, like a cold, postpone increased activity.

#### **WAIVER/RELEASE FORM**

You agree to the terms of this release form. Training and exercise is a strenuous activity. You, the guest/client/member, are aware that you are engaging in physical exercise and that the use of equipment, training and instruction, could cause injury to you. You are voluntarily participating in these activities and assume all risks of injury that might result. You agree to waive any claims or rights you might otherwise have to sue \_\_\_\_\_, or any agent, employees or instructors, or \_\_\_\_\_, for injury to you as a result of these activities. It is always advisable and recommended to consult your physician before undertaking this or any exercise program.

SIGNED (Parent or Guardian): \_\_\_\_\_ DATE: \_\_\_\_\_

ADMINISTERED BY: \_\_\_\_\_

## PERSONAL TRAINING AGREEMENT

THIS AGREEMENT is made and entered into this      day of      ,20\_\_ by and between  
\_\_\_\_\_ and \_\_\_\_\_  
(Client's name and address)      (Trainer's name and address)

WHEREAS \_\_\_\_\_ and \_\_\_\_\_ wish to enter into this agreement in order to define their respective rights, duties and obligations.

NOW THEREFORE in consideration of the terms, covenants, conditions and mutual promises contained herein, and other good and valuable consideration, it is hereby stipulated and agreed as follows:

1. \_\_\_\_\_ will provide personal training to \_\_\_\_\_.
2. For this service rendered by \_\_\_\_\_, \_\_\_\_\_ will pay \$\_\_\_\_\_, or \$\_\_\_\_\_ for each of \_\_\_ training sessions at the rate of \_\_\_ training sessions per week.
3. The training period will begin on    /    /20\_\_ and end on    /    /20\_\_.
4. \_\_\_\_\_ provides \_\_\_\_\_ with a 24 hours notice of cancellation or will pay for the training session in full.
5. Sessions may be rescheduled with 24 or more hours notice.

By signing below, the undersigned stipulate and agree that they have completely read this agreement, that the terms are fully understood and voluntarily accepted by both parties and that this agreement is not signed under duress.

\$\_\_\_\_\_ is payment amount received by \_\_\_\_\_ from \_\_\_\_\_.

Payment represents full / partial payment with payment schedule as follows: \$\_\_\_\_\_ due on /    /20\_\_ and balance, \$\_\_\_\_\_ due on    /    /20\_\_.

By signing below, the parties hereto have executed this agreement as of the day and year first written above.

\_\_\_\_\_ X \_\_\_\_\_  
(Client's name)      (Parent or Guardian's signature)

\_\_\_\_\_ X \_\_\_\_\_  
(Trainer's name)      (Trainer's signature)



## **SETTING UP YOUR BUSINESS**

If you decide to go into business for yourself, you will need to go to the County Clerk's office and file a "Doing Business As" certificate, or D.B.A. You will be asked to select a name for your business. Try choosing a name that describes your business, like, "Barb's Youth Fitness," or, "Ed's Kids Fitness," so that when people read your business card they know exactly what you do.

You will be assigned a tax identification number, which is usually your social security number and you can write off your business expenses against your income at tax time. You may be required to file quarterly tax statements if you are making a lot of money because the government doesn't allow you to keep their money longer than you are entitled to. Start keeping track of your expenses and keep all of your receipts. Keep a record of all of all training fees received and if you know any accountants, talk to one about setting up your business. Perfect record keeping is good business.

As soon as you get certified have some business cards made with your phone number and drop them off everywhere you go. Pass them out to all your friends and family, stick them on bulletin boards and make sure to tell everyone you meet about your new business. Ask your contacts if they know anyone who might be looking for a Youth Fitness Trainer. That's probably how you'll find your first customer!

### **Basic Rate**

Set your rates up as a *per session* fee, for example: \$25 per one half-hour session. The rule of thumb for training fees is \$1 per minute, so a thirty-minute session would be \$30. Make up some flyers to give to potential clients. Try to be as consistent as possible with rates so that each client pays the same amount or you may end up in trouble when you invite them all to a party and the parents start talking. Don't be afraid to raise your rates as you get busier. You are running a business and are entitled to make a profit from your efforts even though you may have developed friendships with your trainees and their families.

## MARKETING YOUR BUSINESS

Getting your services to potential customers requires a marketing strategy. Start out advertising in local penny savers, newspapers, the Internet, and fitness magazines to develop a client base. They are inexpensive ways to find customers. When you finally secure your first junior client ask for referrals and get a testimonial letter you can add to your brochure. Hairdressers, hospital workers or restaurant employees always come into contact with a lot of chatty people who like to gossip. They will be your best references. If you can start with a parent who works in any of those fields, your business will really take off!

Your best income and long term financial security will come from having each family sign and pay for a long term training contract. Have them pay all the fees up front and let them know that your cancellation policy is at least twelve hours notice or you will have to bill them for any scheduled work out they miss. If they miss and you haven't been paid yet for that session, chances are you won't be. If you have already received the money for the missed session, you simply deduct the session as if the individual had trained. A pre-paid package will be more economical for the customer than a daily rate. If you charge \$25 per 30-minute session, a good package would be \$2500 for 110 training sessions. That's only ten months of training at the rate of three appointments per week. Some kids may peter out before they ever use all that training up, and you will still retain their payment, in case they resume working out. Decide how to handle refunds and let parents know about your policy at sign up.

It is in your best interest to give clients a written copy of all your rules so you both know what your obligations are at the initial consultation. Have the parent sign it and keep a copy on hand. This will prevent misunderstandings and hard feelings in the future. Take a look at the fun "Youth Fitness Trainer's Ten Commandments." You can use this sheet and print copies to hand out to clients to review. You might be referring back to it from time to time. *Always let the child and parent know the rules up front.* **Bring your questionnaires, contracts, waivers and Ten Commandments of personal training for them to sign when you sign them up as new clients.**

You must strive to make it to all your scheduled appointments on time. Most trainers, unless they work at a particular health club, will spend the bulk of their time driving to and from appointments. Invest in a day planner and a cellular phone so that you can double check with clients to make sure they remember their appointment. There will always be cancellations. Expect at least one cancellation per workday. Cancellations are okay if you are being paid for them anyway. You can take a coffee break or workout yourself.

It is important to charge for each month in advance so that you can plan your daily appointments. Many parents are already used to paying health club fees one month in advance. The ability to process credit cards will greatly enhance your income. Ask your bank about getting a credit card machine when you open your business account, especially if you own a gym or open a training salon. If you don't have a location all you'll need is a **virtual terminal** to handle charge card orders. That is an online banking system that allows you to process credit cards. You'll want to get a business web site, too. You can post tips for your clients on the site and add interesting information about client successes. Testimonials can also be placed there.

To get a free web site and set up a virtual terminal just do a web search on *free virtual terminal*. You can also add PayPal to your site for accepting client payments. You'll be able to have clients log on to your web page and pay by credit card or check over the Internet. The cost is minimal per transaction. You can write their card information on a form and enter it yourself, too. The money will automatically be deposited into your business bank account.

Once you start training someone in a particular neighborhood, ask if you can use them as a referral. Call all their neighbors and let them know that you train their neighbor's son or daughter (use their name) down the street. It will provide proof that you can do what you say you'll do for them.

When you get too busy you may decide to develop an assistant to pick up the slack and pick up your overload. Find a fit young guy or gal and introduce them to your current clients as your new assistant by saying, "They'll be training you and I'll be designing the programs." Pay your new helper half the regular fee you charge. This way, you can leverage your time and make money even while you're at another appointment. Eventually you should groom two or three helpers so you don't have to train anyone yourself and give yourself a promotion to management! Try to sell your services to a local health club at that point, especially to a new club opening up. They may welcome your help with their staffing problems. These ideas may provide you a new way to look at your business potential.

## **FILLING CLIENT NEEDS**

You'll find that a big reason that parents will hire a trainer for their child is that they have a health problem like obesity or diabetes, or a doctor has recommended exercise. Some kids may want to get in shape for a particular sport. Still others may be dissatisfied with their physical appearance. A parent may just want to develop some self esteem in the child. Exercise will be able to provide a solution to each of these problems with an additional by-product of a healthier body. New clients are generally excited

about developing a win-win relationship with a professional, outgoing and positive trainer.

A prospective parent must perceive value in the service that you are offering. They may already have some vague idea of what trainers do, but your job is to educate them to the benefits that only you can provide. You must reinforce those benefits each time you meet so that they don't devalue your services. Make exercise fun and become both the child's and the parent's best friend. Develop a rapport when you first meet with them by aligning with their views and continue after they sign on by providing expert service, light conversation and a positive attitude.

### **Benefits of Exercise**

When you are presenting your service to prospective parents and youngsters, you must make sure to demonstrate to them the benefits of training. Keep a list positive benefits handy and memorize it so that you can use it in your sales presentation. Here are several benefits you can offer.

Exercise has been shown to help all kinds of health problems, especially obesity. While you should never tout exercise as a cure for disease, you can cite information about the positive benefits of fitness to your clients. Improvements in conditions such as obesity and diabetes have been noted in individuals who begin a regular exercise program.

In one famous medical investigation, the Framingham Heart Study, which followed the lifestyles of 5000 participants and their offspring from 1948, it was discovered that individuals who exercised regularly actually added an average of two years to their life expectancy! That may be an interesting, unexpected benefit to point out to your customers. Potential clients can look up the research online.

## QUESTIONNAIRES

Below are questionnaires to help determine exactly what your client's needs are so that you can dial in their training at the initial consultation. Some trainers also offer a fat test and health screening questionnaire at the first session and charge \$60 for the complete check up. You may wish to include a similar service by purchasing an electronic Omron fat tester that can be bought at most drug stores for about \$50. After the first few weeks have the client fill out the follow up questionnaire. By then they should have seen a great improvement in their endurance and strength. If progress has not been rapid, suggest that the client increase the amount of sessions per week with you. Your goal is to keep them as a long-term customer, so do not scold them at the four-week assessment if the results are less than overwhelming. Instead, point out the positive benefits of training yet to come.

Here are the questionnaires that your clients and their parents should fill out together and sign. The first one should be filled out during your initial conversations with the new prospect. Read each question to the child and parent and make sure they understand it. Have the parent tell you the answer verbally, then let them check the appropriate box.

The second assessment form should be used as a measuring stick after several weeks of training to determine whether or not you are meeting their expectations. Sometimes clients may not feel comfortable telling you that they don't like some aspect of their training because they like you, but you may lose them if the issues are not addressed. You will be unaware that there is a problem until they suddenly stop showing up for appointments with you. That is the hard way to find out they are not happy, so use these assessment sheets and administer them frequently.

The feedback from questionnaires can also help guide the direction of your business. When you get a glowing response, ask the client for a referral. Tell them there is always room for one of their friends in your schedule. If someone is not satisfied with his or her training, be flexible and let him or her know that the workout is for him or her, so you can make any alterations that they want. Never be dogmatic or pig headed. What do you care if they like leg presses more than squats? They will get results from either movement. Training is customer service, and keeping your customers happy is your number one priority. Your livelihood depends on it.

## THE TEN COMMANDMENTS OF YOUTH TRAINING

1. Thou shalt always be ready to train at thy appointed time.
2. Thou shalt call at least twelve hours ahead to cancel or pay full price for thy missed session.
3. Thou shalt do all that the trainer tells thou with no murmuring.
4. Thou shalt eat the way thou are commanded to by thy trainer.
5. Thou shalt not bounce any checks lest thou pay a \$25 fee for it.
6. Thou shalt tell all of thy friends about the wonderful things thy trainer has done for thou.
7. Thou shalt not use foul language or take the name of God in vain.
8. Thou shalt cheerfully and joyfully attend thy training sessions, and reflect lovingly upon them.

9.Thou shalt get good results and blessings if thou doest all thy trainer commands thee.

10.Thou shalt have curses (fat and weak) if thou failest to follow any of thy trainer's commands.

Thy mark\_\_\_\_\_This day\_\_\_\_\_

### **TRAINING ASSESSMENT FORM**

WEIGHT:            DESIRED WEIGHT:            BY (DATE):  
WOULD YOU DESCRIBE YOURSELF AS (CIRCLE ONE): ACTIVE OR  
SEDENTARY?

HAVE YOU BEEN ABLE TO ACHIEVE GOOD RESULTS WITH TRAINING AND  
DIET IN THE PAST? (CIRCLE ONE)  
YES   NO   NEVER TRAINED

IS YOUR DAY PHYSICALLY ACTIVE OR DO YOU SPEND A LOT OF TIME  
SITTING? (CIRCLE ONE)   ACTIVE   SITTING

WHERE ARE YOU ON THIS SCALE?

LEAN 1 2 3 4 5 6 7 8 9 10 FAT

WHAT DO YOU WANT FROM A FITNESS PROGRAM? (LOSE WEIGHT, TONE UP, MORE ENERGY, ETC.)

HOW MUCH TIME CAN YOU DEVOTE TO TRAINING EACH WEEK (HEALTH EXPERTS RECOMMEND 3-5 HOURS OF EXERCISE PER WEEK FOR OPTIMUM RESULTS)? 1 2 3 4 5 HOURS

ARE YOU WILLING TO FOLLOW ALL INSTRUCTIONS TO THE LETTER FOR 8-12 WEEKS IN ORDER TO ACHIEVE YOUR GOALS?

DID YOU KNOW THAT NUTRITION CAN BE 80% RESPONSIBLE FOR WEIGHT GAIN OR LOSS, EVEN WHEN EXERCISING (BED RIDDEN LIQUID FAST PATIENTS ROUTINELY LOSE 100 POUNDS WITHOUT EXERCISING)? YES  
NO

WHAT SERVICE DO YOU EXPECT FROM A YOUTH FITNESS TRAINER?

### **TRAINING REVIEW SHEET**

DO YOU FEEL LIKE YOU'RE GETTING THE RESULTS YOU WANT FROM YOUR TRAINING (ALTHOUGH, THEY'RE NEVER FAST ENOUGH)? YES NO

IF NOT, WHAT DIRECTION DO YOU FEEL WE SHOULD MOVE IN? (EXAMPLE: MORE MOTIVATIONAL TALKS, NEW EXERCISES, ETC.)

WHAT DO YOU LIKE ABOUT YOUR TRAINING PROGRAM (EXAMPLE: PACE, EXERCISES ETC.)?

WHAT DO YOU DISLIKE ABOUT YOUR TRAINING?

WHAT WOULD YOU LIKE TO CHANGE IN YOUR WORKOUT?



WHAT DO YOU WISH TO KEEP THE SAME?

WHAT AREAS DO YOU FEEL YOU WOULD LIKE TO FOCUS ON?

DO YOU PREFER SPONTANEITY OR A ROUTINE THAT YOU CAN SETTLE INTO?

LIST ANY “MUST” OR “MUST NOT” DO’S:

WHAT OTHER SERVICE WOULD YOU LIKE FROM YOUR YOUTH FITNESS TRAINER?

SUGGESTIONS:

## TECHNICAL FITNESS CONCEPTS

Here are definitions that summarize the science behind fitness for all ages.

Fitness, as defined by the lay person, is a combination of aerobic, strength, flexibility, and cardio-vascular endurance that allows one to perform physical activity free from injury, well above sedentary levels. Fitness should also include excellent health, but does not, necessarily.

**The general components of fitness are:** 1.) Agility; 2.) Cardio vascular / cardio respiratory endurance; 3.) Dynamic balance; 4.) Explosive strength; 5.) Flexibility; 6.) Freedom from disease; 7.) Freedom from injury and stress; 8.) Limit strength; 9.) Local muscular endurance; 10.) Percent body fat; 11.) Preventative past lifestyle; 12.) Speed endurance; 13.) Starting strength; 14.) Static balance; 15.) Strength endurance; 16.) The mirror and before & after photos (most important for clients).

**Strength** is defined as one's capacity to apply maximum muscular force within structural, anatomical, physiological, biochemical, psychoneural, psychosocial, and environmental constraints.

**Limit strength** is the muscular force that in individual can apply to an object

eccentrically, statically, or concentrically, over a given unit of time, or for a number of repetitions, usually one. An example is a one-rep maximum on the bench press.

**Starting strength** is one's capacity to enervate a muscle's cells all at once, immediately, such as in throwing.

The **six components of strength** that can be augmented through weight training are: 1.) Eccentric or deceleration strength; 2.) Transition or static strength; 3.) Pushing off or concentric strength; 4.) Speed strength; 5.) Limit or absolute strength; 6.) Maximum force applied to the object.

Agility is the ability to change physical direction of the body in a short period of time using explosive strength, dynamic balance, limit strength, and starting strength, like when a football player executes a play.

Flexibility is not as important as strength in a stretched position. Flexibility in athletics is more important than in every day situations.

Proprioceptive neuromuscular facilitation (PNF) is a form of resistance training that builds strength in a stretched position.

**There are four technologies of *fitness equipment*:** 1.) Constant resistance devices that keep the resistance on a muscle uniform throughout the range of motion (like a bench press machine); 2.) Variable resistance devices (like Nautilus machines) which vary the resistance through the range of motion; 3.) Accommodating resistance devices (like Hydra Fitness and Life Fitness) that control the speed of contraction; 4.) Static resistance, or isometric, which contract the muscles without movement.

**There are eight *fitness technologies*:** 1.) Heavy weight resistance training; 2.) Light resistance machines like exercise bikes, rowers, and stair climbers; 3.) Psychological techniques like hypnosis or mental imagery; 4.) Therapeutic techniques like ice, heat, massage, ultra sound, and whirl pools; 5.) Medical support such as Chiropractors, drugs, and medical monitoring; 6.) Bio-mechanics or skill training; 7.) Diet; 8.) Supplements.

**The causes of over training** or over use syndrome is either too great a frequency, or too great an intensity or duration of exercise over a given period of time, to allow for systemic and/or localized recovery.

**A pump in a muscle** as experienced when blood is shunted away from the spleen and organs and toward working muscles during exercise, thus providing oxygen and nutrients, and removing waste products and carbon dioxide.

**Lactic acid build up** and connective tissue trauma cause post exercise muscle soreness. *Hydroxyproline* is an enzyme released from connective tissue that causes delayed onset muscle soreness (DOMS) from about 24 to 48 hours. It can be reduced by using a whirlpool or warm bath immediately after training, or through massage, or by over the counter anti-inflammatory agents. Easing into an exercise routine as a precaution reduces or eliminates delayed onset muscle soreness.

## **THE AEROBIC vs. ANAEROBIC TRAINING EFFECT**

**Although you will not be taking blood pressure readings, and that you are not a paramedic, it is important to understand how it is affected by exercise.**

**Systole and Diastole** are the upper and lower values on a blood pressure test, with normal values ranging from 60 to 80 Diastole to 90-139 Systole. It is a measure of the efficiency of the heart and circulatory system. The five components of cardiovascular endurance are: 1.) Heart rate; 2.) Stroke volume; 3.) Ejection fraction of the left ventricle; 4.) Maximum oxygen uptake; 5.) Gas exchange efficiency of the lungs. An ideal resting blood pressure reading is 125/70. **Blood pressure rises during exertion and drops while resting.**

**There are two basic types of energy systems** utilized by the body, Aerobic and Anaerobic. Each energy system produces Adenosine Triphosphate (ATP) which is used by the muscles to contract.

**The Aerobic System** can utilize carbohydrates, proteins or fat to supply an unlimited amount of ATP as long as oxygen is present. The Aerobic system provides medium to very long duration energy production with low to moderate power (less than 85% of maximum output). The by-product of this system is heat, water and carbon dioxide.

**The Anaerobic System** can only utilize carbohydrates for ATP production. This system does not use oxygen in the metabolization of its fuel source. The Anaerobic System provides short duration (45 - 70 seconds) and high power. The by-product of the metabolization of glucose (glycolysis) in this system is heat and lactic acid, the cause of muscle soreness immediately after exercise. Muscle soreness 24 to 48 hours after exercise is due to torn muscle fibers and connective tissue. Adequate warm-up and cool-down stretching exercises can reduce this type of soreness.

**Aerobic capacity** is the ability of the body to collect and transfer oxygen from the air through the lungs and blood to the working muscles. This is related to cardio-respiratory endurance and is referred to as Maximal Oxygen Consumption or VO<sub>2</sub> max. Aerobic Capacity reduces at about 10% per decade after 30 years of age.

**The Anaerobic Threshold** is defined as that point where the body can no longer meet the oxygen demand and its anaerobic metabolism is accelerated. This point varies on an individual basis and is dependent on fitness level. For healthy individuals, this occurs between 50% and 66% of their maximal working capacity. For children the threshold level may be lower. This would be equivalent to running at about half speed.

The lungs are where oxygen and carbon dioxide are exchanged. In the blood stream, oxygen is traded for carbon dioxide. Aerobic activity enhances heart strength. The result is a greater volume of blood per stroke. This is referred to as Stroke Volume or the amount of blood ejected from each ventricle of the heart during one stroke. Cardiac Output is a measure of the amount of blood pumped through each ventricle in one minute. Vital Capacity is the volume of air that can forcibly be ejected from the lungs in a single expiration. Aerobic activity has a positive effect on vital capacity, stroke volume and heart output. Note: arteries carry oxygen rich blood away from the heart and veins carry blood and carbon dioxide toward the heart.

## ADAPTATION TO STRESS

There is a way to coax your clients into condition that is based on scientific research. You are going to apply endocrinologist *Hans Selye's* **General Adaptation Syndrome (GAS)** system to your clients' training programs. Doing so will produce better results for them than conventional cookie-cutter training methods can. Selye's theory established how the body passes through three universal stages during the physiological and psychological stress of exercise:

1. **Alarm Reaction** - the body prepares itself for fight or flight by secreting adrenal hormones and dilating blood vessels. Muscle soreness, sunburn and blisters are alarm reactions.
2. **Adaptation Stage** - the body adapts to the stress by growing stronger. Suntan, calluses, added muscle size, endurance and strength are adaptation reactions.
3. **Exhaustion Stage** - the individual becomes mentally and physically exhausted (over trained) and must rest before resuming the cycle all over again. Planned rest periods are generally unnecessary because clients will miss scheduled training sessions for many reasons, which builds automatic rest days into the system.

A random training system based on Selye's adaptation principle will apply unique demands on the muscular and nervous system. It will engender an adaptive stimulus response, or improvement in strength and stamina. By varying the training sequence, exercises, style, volume, intensity, sets and repetitions, while lifting regularly and continuously, breakthroughs and improvements can become regular occurrences for your clients.

## THE MUSCULAR SYSTEM

As a trainer, you must know the basic muscle groups of the body. You may not be able to see much muscle on young clients, but they are there all the same. Here is a synopsis of the major muscles and how they work. Let's start at the top and work our way down.

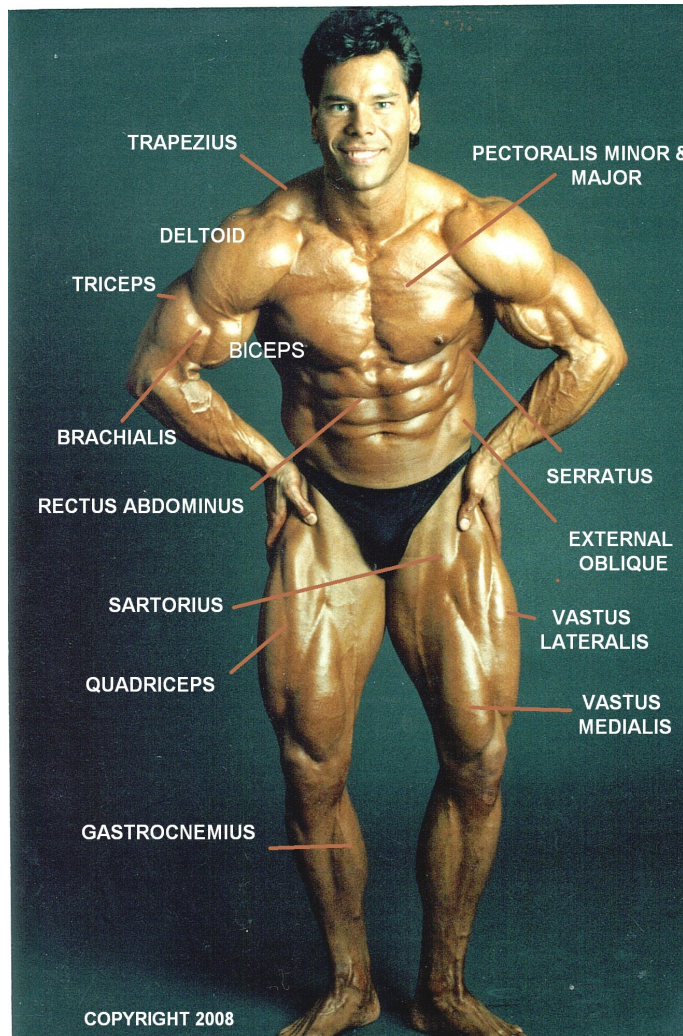
The muscles in the sides of the neck are called the sterno mastoids, which hold the head up and rotate it. In the front of the body, beneath the neck, there are the pectoralis major and minor commonly called pecs or chest. Their job is to push objects away from the body. The deltoids, which cap each arm and attach it to the shoulder joint, are a three-headed muscle with the anterior, lateral and posterior heads. The deltoids raise each arm to the side and overhead. Beneath that, on the front of the arm are the biceps (curl the arm) and on the back of the arm are the triceps (straighten the arm). The forearm is made up of the brachialis on the top and the extensor carpi on the bottom of the forearm

that curls the hand up and down.

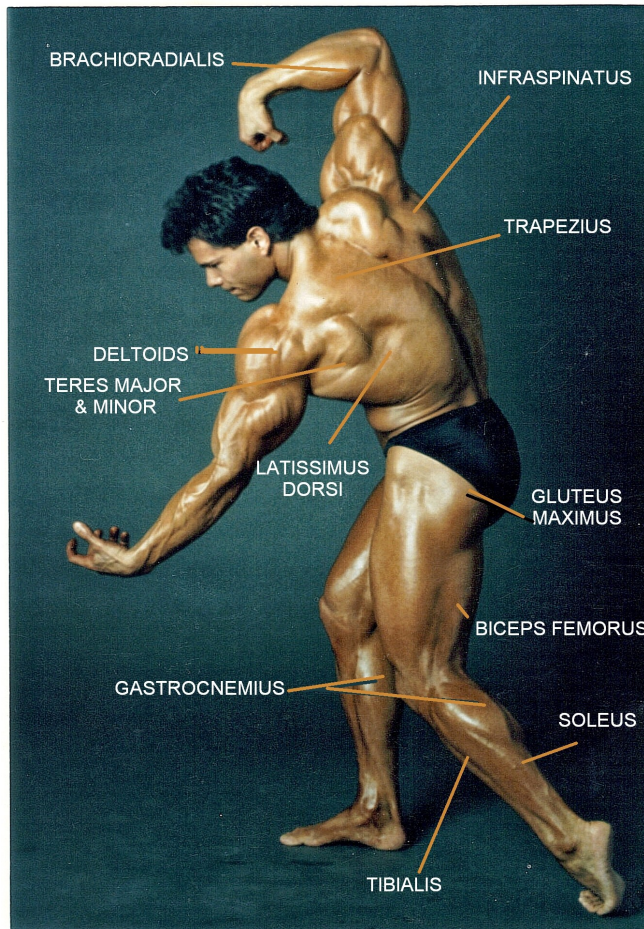
Below and behind the neck are the trapezius muscles or “traps.” These are responsible for the shrug motion. Down the back below the traps, there is the Latisimus Dorsi that gives the back its V-shape. Other muscles included in the upper back are the rhomboids, Teres major and minor, sub-scapularis, super-spranatis and infra-spranatis that hold the arm and shoulder joint together and are involved in pulling things towards you from the front. They are generically referred to as the *rotator cuff*. Beneath those muscles are the spinal erectors or lumbar, located in the lower back. They keep us upright or bring one to the standing position after bending over. The gluteus maximus is the buttocks, used in extending our legs and standing straight. The biceps femorus are located under the glutes, commonly called hamstrings, which kick the heel up towards the buttocks. The gastrocnemeus and the soleus make up the calf muscles and allow us to stand on tiptoe and jump.

This short lesson should be enough to help you answer questions about what a particular exercise or muscle group does. Here is a rule to help you determine what muscles a machine or exercise works even if you have never used or seen the machine or exercise. Note that muscle fibers twitch, or shorten. This is called a *concentric contraction*, which causes pushing or pulling. *Static contractions* are isometrics, where a muscle or group of muscles pushes against an immovable force. The third type of contraction is *eccentric, or negatives*, a controlled lowering of a weight. ***Remember the rule, muscles always pull on levers – bones - by shortening to cause movement, even when the exercise requires pushing a weight.***

Please study the following diagrams and memorize the major muscle groups mentioned above.







## TRAINING SYSTEMS

The youngsters (or their parents) who come to you will want a specific result, generally weight loss, muscle toning, or cardiovascular fitness, and my desire additional factors such as more energy, strength or agility. Some will want a combination of all three. Each type of training involves different techniques, exercises and often, pieces of equipment. Each system is outlined here.

To understand training systems, your young clients will require an explanation of the most basic gym language and definitions. **By definition, a rep or repetition is an exercise movement performed by lifting a weight from the start, or bottom of a movement, to the top, and back down again.** A series of single repetitions done in quick succession and then terminated is called a *set*. Exercise routines are traditionally comprised of combinations of sets and reps. Other variations of sets and reps include partial range reps, isometric (no movement) reps, and peak contraction (flexing a muscle at the top) reps. All of these elements can have a place in a well rounded training



regimen.

Sets can become more elaborate, also. A super set is when a trainee performs two sets for the same or different muscles without resting in between them. Tri-sets are three sets performed in a row with no rest. Circuit training is one ***giant set*** performed with no rest at all until the prescribed number of sets is complete. Most kids will not require such extreme methods of training as tri-sets or giant sets.

It is good business to briefly explain sets and reps to your young customers because they may not be familiar with the concept, especially since they have probably never been in a weight room before. You are already intimately familiar with the basics of exercise because you have been working out for a number of years yourself. The youth fitness trainer should be an inspiration and example to students. It is hard, although not impossible, to acquire clients if you are not in good condition yourself. Being out of shape doesn't help sell your services or showcase your abilities, although there are some excellent trainers who looked as though they have never set foot in a gym.

## **INTENSITY & VOLUME**

Volume is the amount of work performed per unit of time. A long distance runner performs a high volume of work over a period of several hours. Intensity is factored in when the amount of weight lifted per unit of time increases. A sprinter does a tremendous amount of work in a brief period of time, which defines intensity. A variety of medium and low intensity regimens will be applied to children with different goals. ***High intensity training routines are not an option for children.***

**Thirty minutes of moderate to low intensity exercise with a trainer is about the right amount of exercise time for kids.** Cardiologists now believe that it is the amount of ***calories*** expended during activity that determines the effectiveness of training on heart soundness more than any other factor. About five hundred calories burned from exercise daily is the optimum target for heart health and thirty minutes of quick weight training or calisthenics can reach that level nicely. Clients can be encouraged to perform additional stationary bike or treadmill work before or after your training session by themselves for additional weight loss or cardiovascular benefits. You can schedule twice as many appointments following the thirty-minute guideline than traditional hour-long training sessions. More than thirty minutes will probably mean that the client is shooting the breeze instead of training. You will have to manage each client and move him or her as quickly as possible, motivating them through the workout (without letting them feel rushed) feeling well trained and happy if you want to be successful. Remind them of their next appointment with a smile as they go. End every session on a positive note by telling them how well they did. Recap their workout and emphasize the high points or any breakthrough they had.

If a pre-pubescent boy desires to add more muscle, inform him that he will not be able to add significant amounts of muscle until puberty, but he will make some improvements. As with any mass client, train him with progressively heavier weights over a period of months and years, but only after breaking him in for two weeks. There is a class of proteins that protect muscle cells from the by-products of exertion, heat damage, formaldehyde, alcohol, and lactic acid. These are called, not surprisingly, **protector proteins**. They require about two weeks to fully develop. During the break in period, the size and number of muscle, heart, and lung cell mitochondria are also increasing. That is why stamina and endurance increases rapidly after commencing training. It is also why muscular individuals are leaner than those with little muscle tone. Mitochondria convert chemical energy into muscular movement. There is a slight amount of muscular tension at all times in the muscles to maintain the body's 98-degree temperature.

## MUSCLE FIBER TYPES

There are three major muscle fiber types. **Fast twitch** provides explosive strength and has the greatest capacity for hypertrophy (i.e.: muscle growth). **Intermediate twitch** fibers allow medium speed contractions, usually in the twelve to twenty repetition ranges with a medium weight. **Slow twitch**, or endurance fibers, provide contractions during twenty-five rep plus exercises performed in slow, continuous fashion while weight lifting. They make long term endurance and aerobic sessions possible. The slow and intermediate muscle cells have less capacity for growth than fast twitch. Each type is laced throughout the muscle, and research has shown the ability of one type to transform into another type because of specific training.

It is necessary to understand muscle fiber types in order to develop a routine for each individual's goals. The three basic muscle fiber types are called **fast** (pennate), **medium** (bi-pennate) **and slow twitch fibers** (fusiform).

Fast twitch fibers are responsible for explosive movements such as sprinting, moving heavy weight, boxing, football etc. They will grow, or **hypertrophy**, to a much higher degree than medium or slow twitch muscle fiber and will respond best to 70% of one rep maximum weight or above. Muscle cells can also split or divide, but they mainly enlarge. Usually heavy, explosive sets in the 1 - 12 repetition range builds mass.

Medium and slow twitch muscle fibers don't have the capacity for great size increases that fast twitch muscle fibers do. Examples of athletes with a lot of slow twitch fibers are marathon runners, tri-athletes or endurance competitors like Tour De France cyclists. They are lean and defined, but not heavily muscled. Females do not usually wish to develop a lot of muscle mass, so it is best to avoid training fast twitch muscle fibers by employing light weights and long duration training. Following is a profile for how to

train for different goals.

Physical trainers generally refer to only fast and slow twitch muscle fibers. Muscle fibers can actually change from fast to slow twitch and back again, depending on training modality. That is an important point if you are training a young strength or endurance athlete for a specific goal. A football player should always train explosively for short duration. A marathon runner should only train slowly for long periods. A bodybuilder would lift heavy weights for explosive, medium interval training. A fat reducing routine for someone who doesn't want added muscle mass requires extremely light, high repetition, longer duration training.

**Youth training is most effective using light weight and reps in the 10-20 range. You will rarely have to train a youngster to positive failure (until they cannot perform another rep).**

## WEIGHT LOSS

Weight loss training is a primary consideration for overweight children. You can do more for your business by helping one obese youngster trim down quickly than almost anything else. People notice dramatic improvements and it's a great conversation starter, which means more referral customers for you. ***Exercise will initiate weight loss even without any dietary change in most kids.***

## SPOT REDUCING

For years scientists and exercise physiologists said that there was no such thing as spot reducing. Arnold Schwarzenegger, in his book, "Encyclopedia of Modern Bodybuilding," said, "Scientists tell us there is no such thing as spot reducing. But there is something that LOOKS like spot reducing". He then went on to detail how it works in real life. Training an area like the abdominals made them more defined. He was right.

It turns out that when you increase blood flow to a muscle group during exercise, the high level of adrenal hormones in the blood stream act forcefully on the fat tissue surrounding the working muscle. This increase allows the proximity fat deposits to be broken down quickly and used as an energy source by the working muscle.

An effective way to take advantage of this new information is to train the area or muscle group several times a day for five to ten minutes with a moderate resistance, pumping routine. This will work particularly well for the thighs, hips, and abdominals. A good way to get quick results for clients is start them off by training the body part they wish to reduce, and finish the workout with it, too.

## AB TRAINING MYTH

Many infomercials for stomach training equipment talk about training the upper and lower abs. Always remember this: ***ANY SIT UP, CRUNCH, OR LEG RAISE WORKS THE ABDOMINAL MUSCLES FROM TOP TO BOTTOM!*** To prove this, do a little experiment. The next time you do any ab exercise, reach down and touch the stomach muscles to see where they tense up. You may be surprised to find that they are hard as a rock from top to bottom, no matter what exercise you do (that is, if you have any ab muscles).

The only part of the midsection that you can isolate beside the abs is the obliques, or

love handles on the sides. Lying side leg raises and side crunches for 3-5 sets of 20 to 40 reps are the best remedy for them. ***Never have any client perform side bends because they are injurious to the lower back.***

## WEIGHT LOSS TRAINING

The body fat percent considered good for males is 8-12 %, while 12 to 16% is considered good for females. *Clinically* obese values for males are 30% and for females are 35%. *Chronically* obese numbers for males is 25% and for a female is 30%. A growing percentage of the population in the US is chronically obese and will be a large part of your business. ***Note that diet is more effective when combined with exercise for fat loss.***

Weight loss training for kids - and anyone else - involves high volume, high repetition or duration exercises, sometimes incorporating as many as 100 repetitions per set with very light weight. Circuit training with a moderate resistance also works well for some individuals when weight loss is the goal. The primary focus for weight loss should always be diet, although exercise and diet go hand in hand whatever the goal may be. Most kids in the over weight category will need to start with an ultra light, short, low intensity work load in order to fully gauge their degree of cardiovascular fitness, or lack of it. The first session duration should be no more than ten minutes of actual exercise. Overweight kids may have undiagnosed health problems such as cardiovascular disease or other unknown conditions that may be exacerbated by exercise. Always have them sign off on the health questionnaire and waiver form and explain to them that you are going to start off very easy and gradually increase the training volume over the first few weeks. ***Children must be cleared by their doctor before starting any exercise program.***

The following is group of exercise routines designed to meet any youngster's needs. A sample high volume exercise program for girls whose exercise goal is to lose weight from the lower body is outlined below. It is a high repetition system designed to develop definition by training primarily slow twitch muscle fibers, which have little capacity for growth or hypertrophy, so that your female clients don't have to worry about gaining too much muscle bulk. This training will also increase the number and size of mitochondria in the muscle cells, which are responsible for burning fat and transforming it into energy. You can educate your clients about the role of increased mitochondria in weight loss. High rep exercise should be combined with endurance training on cardiovascular equipment such as the stationary bicycle or treadmill. ***Avoid the Stairmaster and elliptical machines because their intensity level is too high for weight loss or youth training.***

Thirty minutes to one hour each day will produce great weight loss results and excellent cardiovascular fitness for anyone. Kids who wish to lose fat can work up to 100 reps at a comfortable cadence. Start them out at 5-10 reps the first day, then 10-20 the next and gradually increase until you get in the range of 100 reps with ***extremely*** light weights

(don't worry if they never get to the 100 rep goal - work within their limits). Try having them lift the weights with a one count up and a one count down rhythm if possible for optimum weight loss results. They may need to stop and rest for several seconds at during the set, which is perfectly acceptable, but try to keep breaks brief - only the time necessary for them to continue on and complete the rep goal.

Emphasize lower body training for girls and upper body for boys. An upper body weightlifting weight loss program for girls should be one set of a compound bench press movement; a pull down or row movement; any kind of shoulder exercise with light weight and ultra high reps for the upper body. A large amount of upper body exercises is not recommended for girls because upper body muscles are smaller than lower body muscles and will not burn as many calories.

Exercises like standing leg kickbacks, standing side leg raise, top end squats and top end lunges, all with no weight, are particularly effective for seniors. Continually mix up the exercises to alleviate boredom, unless the client would rather do the same workout each time they come in. Have weight loss clients work abs at the beginning and the end of the workout. Only perform one set of each exercise, because after 100 reps, they'll be ready to move on to something else. The entire routine should take no more than thirty minutes.

For those clients attempting to add muscle mass, make the weight slightly heavier and reduce the repetitions 10 per set. ***Weight loss routines are high volume, light weight and low intensity, while muscle building routines are heavier weight, low to medium volume systems that employ a progressively heavier training load.*** Here are some tried and proven routines to meet any needs that your young trainees may have. You may make copies and hand them out to them.

## **WEIGHT LOSS/FITNESS ROUTINE**

WORK UP TO ONE SET OF 50 REPS ON EACH EXERCISE IF POSSIBLE AND THEN INCREASE THE WEIGHT. MAKE AN EFFORT TO WORK BACK UP TO 50 REPS AGAIN.

WARM UP ON THE BIKE OR TREADMILL FOR 5 MINUTES.

1. CRUNCHES
2. REVERSE CRUNCHES
3. SIDE LEG RAISE
4. LOW BACK STRETCHING
5. SQUATS
6. LUNGES
7. LEG KICKBACKS
8. STANDING CALF RAISES
9. ROWING
- 10.DUMBBELL PRESS
- 11.DUMBBELL CURL & PRESS

TRY TO MOVE AS QUICKLY AS COMFORTABLE FROM ONE EXERCISE TO THE NEXT WITH AS LITTLE REST AS NECESSARY. KEEP A CONVERSATIONAL PACE. YOU CAN USE THIS ROUTINE SEVEN DAYS PER WEEK.



## **TONING TRAINING FOR KIDS**

Here is a terrific routine for a boy who wants to trim down and focus on the upper body and abdominals. Train on a three-day a week schedule training as a circuit with little rest between exercises as the individual can do it. Select one exercise per muscle group from the following list for each training day. Rotate them from session to session. That keeps the routine exciting, while each exercise builds strength for the next session's exercise.

**ABDOMINALS:** Crunches or reverse crunches. Do 1 set of 10-20.

**QUADS:** Leg extension, squats, leg press, hack squats. Choose one and do 1 set of 10 reps.

**HAMSTRINGS:** Any kind of leg curl. 1 set of 10 reps.

**CALF:** Toe press, seated calf raise, standing calf raise, donkey calf raise. Choose one and do 1 set of 10 reps.

**BACK:** Pull downs, bar row, cable row, dumbbell row, chin-ups. Again, choose one and do 1 set of 10 reps.

**CHEST:** Bench press, incline press, flies, pec dec, machine press. Choose 1 and do 1 set of 10 reps.

**SHOULDERS:** Over head press, side dumbbell raise, upright row, shrugs. Choose one and do 1 set of 10 reps.

**TRICEPS:** Close grip bench press, dips, pushdowns, triceps press, and dumbbell kickbacks. Choose one and do 1 set of 10 reps.

**BICEPS:** Bar curls, dumbbell curls, preacher curls, or machine curls. Choose one and do 1 set of 10 reps.

## **MILD HOME FITNESS ROUTINE FOR KIDS**

All these exercises can be performed with no weight at the client's home. The pace should be easy and as the youngster gains strength the reps can be increased to a maximum of 50. Do the first four exercises while sitting in a sturdy chair.

1. KNEE UPS (one leg at a time) - one set of 10 reps
2. SHOULDER SHRUGS - one set of 10 reps
3. LEG EXTENSIONS - (one or two legs at a time) one set of 10 reps
4. OVERHEAD PRESSES (no weight) - one set of 10 reps
5. CURLS WITH SOUP CANS - one set of 10 reps
6. WALL PUSHUPS - one set of 10 reps
7. STANDING CALF RAISE - one set of 10 reps
8. STANDING LEG KICKBACKS - one set of 10 reps
9. ONE ARM ROW WITH SOUP CANS - one set of 10 reps
10. ONE ARM KICKBACK WITH SOUP CANS - one set of 10 reps
11. GO FOR A SHORT WALK OR WALK IN PLACE for 5-10 minutes
12. GO OUTSIDE AND PLAY!

## **SPECIAL TRAINING PROBLEMS**

Occasionally you will have children that don't seem to be responding well to the training protocol previously described for achieving their goals. You may have tried everything. If that is the case try stepping up the cadence of the reps or use a slow continuous tension system. This alteration may be enough to shock the body into responding again. Add a little more cardio to the routine as well. If the youngster has been using the stationary bike, put him or her on the treadmill and vice-versa. Move the routine around and try everything until you get results. That's why you were hired in the first place. Flexibility is the key to being successful with tough problems.

If a youngster wants to add muscle tone, but is not making progress, check protein levels. The lack of results when training seniors is almost always related to diet or medicine rather than training whenever they fail to respond to what you are doing in the gym. Stress how important diet is to each client and make sure they follow through every day with sensible eating when you are not around to monitor them.

## **CHALLENGES**

If an individual is confined to a wheelchair or is otherwise limited in his or her capacity to exercise, you will have a special challenge requiring an innovative approach to their training. The individual may not be able to grasp a bar or have access to equipment. They usually have limited range of motion on exercise movements.

An innovative technique is to use your hands as resistance on your client's limbs by employing a variety of techniques, including isometrics. Get parental permission first before you start pushing and pulling on them. Don't work them too hard the first few sessions. Try to make them the client comfortable with you and the movements. Experiment with high reps, partial range training, low reps, and apply resistance anywhere you can. Mimic nautilus machine pullovers, curls, side dumbbell raises, rowing, bench presses, shoulder presses, hammer curls, flyes, and shoulder shrugs, as if you were the machine. You both may be surprised at how much you can do together.

There is a line of motorized exercise equipment that moves the arms and legs through different exercises automatically. Individuals who use this equipment actually lose weight *even though they are not exerting any force*. Even a non-responsive leg will improve in muscle tone if it is pumped rhythmically by an outside force. You can move a person's legs manually to mimic leg extensions or leg presses. This low level of stimulation will actually build muscle tone even though there may be no feeling in the legs.

Manipulation training works especially well if a short range of motion limits a limb.

Stretching and gradually increasing range of motion drills will bring about dramatic increases in his or her ability to perform every day movements with relative ease. Six months of strength training usually will cause strength to triple and movement to skyrocket. Increased muscle mass, fat loss in overweight kids and weight gain in thin ones will be the result.

## AEROBIC COMPONENT

A steady state aerobic component of training can be accomplished by stepping up the pace at which one-weight trains. Studies have shown that fat burning is increased for up to eight hours after high resistance training with weights. There is no residual fat loss effect with low intensity aerobics, employing a piece of cardio equipment like a treadmill. Calories burned during the activity will still enhance weight loss in the long run.

The goal for heart fitness is to keep the heart rate at about 60% of their maximum heart rate for 20 minutes 3 times a week. The formula for figuring out maximum heart rate is 220 minus age. If a client is 20 years old, the maximum heart rate is 200 beats per minute. 60% of 200 is 120, so 120 beats per minute is the proper cardio training zone.

Kids should try get a total of 30 minutes or more of additional physical activity every day. For fitness benefits they can do 20 to 30 minutes of continuous aerobic activity three to five days a week at 60 percent maximum heart rate using the major muscle groups. Running, bicycling, or playing any sport will achieve that goal.

To determine if the client is in the zone:

Have them do the exercise routine or cardio machine for five minutes.

Stop and take the pulse in the wrist. **Never use the neck, a piece of fat may become loose and cause a stroke or the client may pass out.**

Count the beats for 10 seconds and multiply the number by 6.

Target heart rate chart:

20 years: 100-150 beats per minute

25 years: 98-146 beats per minute

30 years: 95-142 beats per minute

35 years: 93-138 beats per minute

40 years: 90-135 beats per minute

45 years: 88-131 beats per minute

50 years: 85-127 beats per minute

55 years: 83-123 beats per minute

60 years: 80-120 beats per minute

65 years: 78-116 beats per minute

70 years: 75-113 beats per minute

***Never take the pulse by pressing on the neck-always use the wrist. You may dislodge a piece of fat and cause a stroke when using the neck as a pulse point or the client may pass out.***

Some trainees initially may not be able to do much more than walk on the treadmill or around the neighborhood for a few minutes. In that case, just stand next to them and provide some lighthearted chat. You will keep them entertained and provide the best pace for cardiovascular fitness and weight loss. If they can hold a conversation without becoming breathless, then they are generally training at the right pace.

**Stairmasters are not recommended for children. They were originally designed for the NFL. Lately elliptical machines have been implicated in hip joint damage.**

Recumbent bikes and treadmills at an easy pace are the best tools in your arsenal of training lower age groups. If you have access to them, incorporate them into your clients' training. The best way to keep kids interested in training is to rotate the treadmill and stationary bike, if available. Many kids may prefer one or the other, or perhaps neither. In that case the weights or a brisk walk or jump rope will have to provide a satisfactory cardiovascular workout.

Distance running or jogging is anaerobic and hard on the joints and lower back. Try to discourage it. Walking at a good pace is much more effective and fun when the goals are weight loss and training longevity for your fit kids. Any fun game or sporting activity that involves running is an exception to the no distance running rule.

## FIRST DAY TRAINING YOUNG CLIENTS

Once you have had the youth and parent fill out the health questionnaire, waiver, personal training assessment form and Ten Commandments of Personal Training handout, it's time to train. Where do you begin? Some trainer certification programs advocate fitness tests, but the physical activity questionnaire negates the need for a standardized fitness test, if answered honestly. The youngster's fitness test should be his or her actual first low intensity workout as your client. You'll know exactly where you need to go with that individual's training and how much activity they can tolerate if you just pay close attention to their response to the initial training session.

**Remember - keep it fun!** Start out with one set of each exercise with an extremely light weight. This initial session should last no more than ten minutes. If the client has been training regularly then you may continue by asking them to show you what they usually do and developing the training protocol based on their preferences.

Initially each client should perform only five reps per set of each exercise with an empty bar even if they can do more, unless they are already in good. They have the rest of their lives to lift a thousand pounds if they wish to, but let them know that you both need to know their training level today so that you can establish a proper training program for them. If they already have been training regularly then you can jump right in at their level. They will have to tell you what they are used to and you can keep them motivated while making suggestions.

Observe your client's physiology during the initial session and continually ask for their feedback about how they feel. Ask if they are dizzy, short of breath, etc., especially if they are overweight. You don't want someone to turn pasty, gray or to pass out, which can easily happen to an unconditioned individual. Better to err on the side of caution.

## SPOTTING

It is important to be concerned with correctly spotting clients. A ruling in a court case from the Superior Court of New Jersey mandated that spotters are liable for injuries sustained to weightlifters, even if the injury occurs because of equipment lying around on the floor. In this case, a spotter was sued for negligence after a person was injured by a weight *lying next to the bench*.

The defendant (spotter) volunteered to spot the plaintiff during weight training. When the plaintiff (weightlifter) put his dumbbells on the floor, his left index finger was smashed when the weight in his left hand came into contact with a weight on the floor. The plaintiff provided expert testimony to the court citing various standards of care, including those from the National Strength and Conditioning Association, that says: ***It is***

***a spotter's obligation to examine the area around the weightlifter to ensure other objects, including other free weights, are not within the area of activity.***

The defendant filed a motion for a summary judgment saying that he should not be held liable to the injured lifter. The motion was denied. The court ruled in favor of the plaintiff and decided that, "a reasonable jury could conclude, "The defendant voluntarily assumed a duty by 'spotting' for the plaintiff. Incorporated in that duty of care is the obligation to ensure the area around the weight bench was clear of any hazards."

By ruling this way, the court mandated that spotters have an obligation to inspect around the area where weight-training activities occur to determine if there are weights or objects in the area that could cause injury. Even volunteer spotters may have liability under certain circumstances and that a person who assumes a duty to another needs to ensure that duty will be adequately performed. Those who provide spotting activities even as volunteers should become familiar with the obligations imposed upon spotters by written standards of care and guidelines pertaining to the activities. The best way to see how to spot correctly is to observe others training in the gym and to look at exercise photos in books and magazines. Exercise videos are also a good source of spotting pointers.

Usually an experienced client will tell you how they want you to spot them. Your job is to keep them from getting injured by the weight. The general rule for spotting on a specific exercise is that you provide just enough lift to keep the weight moving -- don't let it stall. If it gets stuck keep it going up smoothly. When spotting someone doing squats, you may have to put your arms under their arms and around the front to lightly stabilize them and help lift if they stall. **Never spot squatters from the hips or waist or they may bend at the waist and fall forward with the weight bar rolling dangerously over their neck and head.**

## **TECHNIQUE and FORM**

Exercise technique is as varied as individuals. You have an obligation to teach young clients correct exercise form that will not cause injury. Throwing weights around in a sloppy manner will not *build* much muscle, but may *tear* a muscle. The key to progress is to vary the lifting count. A very slow count of up to four seconds up and four seconds down with a medium weight for about 10 reps is excellent for gaining muscle tone.

A variety of training speeds will produce better results than the same lifting speed employed all the time, but kids tend to get bored quickly, so you may want to constantly



switch things around. Align with their preferences while letting them know that there are different ways to train. If a weight is obviously too heavy, lighten it. Kids, especially boys, will try to lift more than they are capable of for their ego's sake. You must advise them that proper form with a lighter weight will yield greater benefits.

Certain exercises may cause injuries and damage to joints over a prolonged period of months and years. Particularly traumatic exercises are upright rows, behind the neck presses and pull downs, full range pullovers, full sit ups, Roman chair sit ups or leg raises, deadlifts and full range stiff legged deadlifts. Avoid these exercises for the sake of client longevity. Hyperextensions where the body is extended up past parallel to the floor are also injurious and should never be performed past parallel. Dumbbell flyes with excessive weight may wrench the client's arms down too quickly and dislocate the shoulder or tear a muscle. **Always spot clients from their wrists when doing flyes, not the elbow.**

## GET YOUR FIRST CLIENTS TODAY!

By taking action and writing down the names and numbers of twenty people you know you could have your first clients signed up today. The key is to call each person on your list and inform them that you are now a certified Youth Fitness Trainer now and that you are accepting new clients. Ask if they know anyone who might be interested in your service. Some of these people may have even been seeking a trainer for their kids, but didn't know where to find one.

### CONTACT LIST

1. NAME \_\_\_\_\_ PHONE \_\_\_\_\_
2. NAME \_\_\_\_\_ PHONE \_\_\_\_\_
3. NAME \_\_\_\_\_ PHONE \_\_\_\_\_
4. NAME \_\_\_\_\_ PHONE \_\_\_\_\_
5. NAME \_\_\_\_\_ PHONE \_\_\_\_\_
6. NAME \_\_\_\_\_ PHONE \_\_\_\_\_
7. NAME \_\_\_\_\_ PHONE \_\_\_\_\_
8. NAME \_\_\_\_\_ PHONE \_\_\_\_\_
9. NAME \_\_\_\_\_ PHONE \_\_\_\_\_
10. NAME \_\_\_\_\_ PHONE \_\_\_\_\_
11. NAME \_\_\_\_\_ PHONE \_\_\_\_\_
12. NAME \_\_\_\_\_ PHONE \_\_\_\_\_
13. NAME \_\_\_\_\_ PHONE \_\_\_\_\_
14. NAME \_\_\_\_\_ PHONE \_\_\_\_\_
15. NAME \_\_\_\_\_ PHONE \_\_\_\_\_
16. NAME \_\_\_\_\_ PHONE \_\_\_\_\_
17. NAME \_\_\_\_\_ PHONE \_\_\_\_\_
18. NAME \_\_\_\_\_ PHONE \_\_\_\_\_
19. NAME \_\_\_\_\_ PHONE \_\_\_\_\_
20. NAME \_\_\_\_\_ PHONE \_\_\_\_\_

## CLIENT ENROLLMENT FORM

Your Company Name  
Your Company Street  
Town, State and Zip  
Your Phone Number  
Your e-mail address

### Personal Training Enrollment Form

Today's Date: \_\_\_\_/\_\_\_\_/\_\_\_\_ Start Date: \_\_\_\_/\_\_\_\_/\_\_\_\_ Time \_\_\_\_\_

Class Location \_\_\_\_\_

Amount \$      USD Payment Method: Check\_\_\_\_ Money Order\_\_\_\_ Credit Card\_\_\_\_

#### **Credit Card Information (if Payment Method is Credit Card)**

Accepted Cards: Visa Mastercard Amex Discover

Number \_\_\_\_\_ Exp. Date \_\_\_\_\_

#### **Customer Billing Information** (as it appears on credit card)

First Name \_\_\_\_\_

Last Name \_\_\_\_\_

City \_\_\_\_\_

State/Province \_\_\_\_\_

Zip Code \_\_\_\_\_

Country \_\_\_\_\_

Phone \_\_\_\_\_

E-Mail \_\_\_\_\_

Student name and full mailing address (if different)

First Name \_\_\_\_\_

Last Name \_\_\_\_\_

Address \_\_\_\_\_

**Note:** There is a 24-hour cancellation policy. If student cancels 24 hour or more before the scheduled session, the student will not be billed for the missed session. If client cancels less than 24 hours before the appointment, the full fee will be charged.

### ENROLLED CLIENT CONTACT LIST

CLIENT NAME	PAYMENT AMOUNT & DATE	ADDRESS, PHONE, E-MAIL
-------------	-----------------------	------------------------

- |     |  |  |
|-----|--|--|
| 1.  |  |  |
| 2.  |  |  |
| 3.  |  |  |
| 4.  |  |  |
| 5.  |  |  |
| 6.  |  |  |
| 7.  |  |  |
| 8.  |  |  |
| 9.  |  |  |
| 10. |  |  |
| 11. |  |  |
| 12. |  |  |
| 13. |  |  |
| 14. |  |  |
| 15. |  |  |
| 16. |  |  |
| 17. |  |  |
| 18. |  |  |
| 19. |  |  |
| 20. |  |  |
| 21. |  |  |
| 22. |  |  |
| 23. |  |  |
| 24. |  |  |
| 25. |  |  |

## **Telemarketing Script**

After the second or third training session with a new client (while they're still enthused about training), ask the parent if you can use them as a referral. Call all their neighbors and let them know that you train their neighbor down the street (let the prospects know your client's name and house number). All you're trying to do over the phone is get a face to face appointment so that you can close them. Don't try to close them over the phone. See the phone telemarketing script below. This system is a powerful business generator when implemented as written.

This telemarketing phone script for works well when used as a tool for generating face to face appointments. It's also great for informing old clients about your new specials. Keep in mind that a phone call is always an interruption. Smile while you talk, it comes across on the phone. Keep the conversation short and to the point.

Salesperson: "Hi, is Joe there?"

Customer: "This is Joe."

Salesperson: "Joe Shmoe?" You've now used their name twice - people's names are important to them.

Customer: "Yes"

Salesperson: "How are you today?" (Gives you an idea of their availability.)

You: "This is (Name) from (company or business name). "Have you heard of us?"

Customer: "Yes, " or "No."

Make a big, exciting positive statement about your company or special no matter what their answer.

You: "Who we are is (company or Youth Fitness Trainer) and what we do is (positive statement), and what that means to you is (you'll save money - get great results - lose weight - say anything that motivates them to invite you over)."

Ask permission to ask them a question:

You: Can I ask you a question? They will always say “Yes.”

Is (saving money - getting in shape - losing weight) something that would be important to you or your child? They will tell you if it is important or not. If none of your pitches is important to them ask them, “What is most important to you in a Youth Fitness Trainer or fitness routine?”

They will tell you.

If they say, “convenience,” reinforce how convenient your scheduling system is. If they say, flexibility,” key in on how you can accommodate any schedule. If they say “privacy,” tell them how private your facility is, or that you can come to their home.

Once they have told you what is most important to them let them know that their choice is a major benefit of your service.

Give them appointment options by saying, “Is Wednesday at three or Saturday at noon better for me to stop by? Then listen for their response. They will give you an alternate time or hang up. If you can get them to commit to an appointment, you have won the battle. The hardest part of getting clients is having them actually meet you.

The action you are trying to get the person to take is to set up an appointment to hear you outline all the benefits of your service. You must then employ the sales techniques below to close the client.

## Sales Script

You must constantly *test close* during your meeting with a client. A test close is an opinion-asking question that provides options like, “In your opinion, would a three month or yearly training membership work better for your son/daughter if you were going to start today?” A *closing* question is a decision making question like, “Will she be joining for six or twelve months?” Or, “Are you paying by credit card or cash?” They may be ready to sign up. Sign them up and work out the details later.

You must frequently use the key words “**or**” or “**because**,” because those words induce a sales mentality in the customer. Studies have shown that these words can induce a low-level trance in the American consumer, making him or her more receptive to your sales presentation.

A sales person needs to develop a pattern of answers that almost force the individual into purchasing a membership. Getting the customer to commit to a series of minor actions will make them feel compelled to sign up at the end. Avoid yes or no closing questions.

When you meet the potential client say hello in a friendly voice and use a test closing question: “Hi, I’m (name), thanks for inviting me over.” “Are you ready to enroll (child's name) in our three-month or yearly training package special today?”

If the customer says yes, have them fill out the paper work and decide on the type of training plan. Set the schedule after they sign up. Many are ready to enroll without any sales pitch.

If the customer says, “I just want some information.” Start your sales script. Always use the *exact* script language.

Get them talking by asking, “How did you hear about our service (unless they were a prospect you telemarketed)?”

Ask them the question: What’s most important to you in your son's/daughter's training program? Listen for their response.

If they say, “convenience,” reinforce how convenient your scheduling system is. If they say, flexibility,” key in on how you can accommodate any schedule. If they say “privacy,” tell them how private your facility is.

You answer: Then you’ve made the right choice. The benefits to (son/daughter's name)

are (always be selling the great benefits, never logical reasons for training) that we have the (most private – most convenient – most flexible scheduling – whatever they say, state it back to them as a positive benefit).

If they have come to your facility, show them around and have the youngster actually try each piece of equipment. Hand them a bottle of water as you start the tour. It will induce the reciprocation process. Since you have given them something of value, they will feel compelled to reciprocate by purchasing a personal training package. Walk them to the showcase equipment while pointing out the benefits of your service over other available options.

Escort them to a quiet area or office dedicated to closing sales. All paperwork should be on a clipboard ready for signing.

The training floor should be uncluttered, bright and exciting with popular, not annoying or blaring music.

### **Overcoming Objections**

There are many methods for overcoming objections. Use the following list in this order until all their objections are overcome.

The first method is to ignore the objection. If they say “That price is too high”, ignore it and continue the presentation.

You can dismiss it quickly by saying, “Why don’t we go over your special discount in a minute.”

You can also reflect their objection back to them by restating their objection as a question, “Too high?” That will prompt them to give you more information about their objection. Finish by asking, “Is there any other reason not mentioned here why you wouldn’t get started today?” When they tell you their objection, use the system for overcoming objections in this order for each of the new objections. If the client says, “Well, I’ll have to check with my wife/husband,” ask them, “What would they say if they were here now?” Then get on with the paperwork.

The third option is to overcome the objection by saying something like, “The price is 25% or more less than average training rates in this city.”

A final resort if you are losing the sale (which only works if you have developed good rapport) is to say, “I’ll have to check the health questionnaire and see you can qualify.” It puts them on the defensive and makes them let you know that they are qualified.



When filling out the paperwork and contracts, always ask the questions and fill in the answers yourself. When it comes time to sign contracts, never use the word “sign,” instruct new clients to “just write your name by the X’s.”

When everything is completed, congratulate them for making a wise choice and talk about how they have taken the first step toward meeting their child's future fitness goals. Projecting the enjoyment they will get from having a Youth Fitness Trainer into the future will help overcome any buyer’s remorse.

## SUMMARY

A rule to remember as you establish yourself and build a steady client base is ***always put the welfare and feelings of the young client ahead of your feeling that “all clients need to train hard during their workout” - don’t injure them.*** Youth training routines are light weight, low volume, low intensity, and toning routines are easy, low volume with progressively heavier weights. You now have routines for young clients that will produce results for them, and they are flexible enough to meet special needs that they may have.

You are going to be able to make positive, life changing improvements in your clients’ lives. There is nothing so rewarding as seeing someone lose eighty pounds because of the help you have provided. Just use common sense. Don’t put yourself into a compromising situation by promising more than you can deliver. Make the child and parent realize that they are responsible for the results, and you are only there to coach and help them. If you work together as a team, the benefits of training will accrue.

You now have tools you need for filling young client needs. You are helping clients overcome an area in their life that they are dissatisfied with - physical appearance, body weight, lack of energy or a negative health condition. As a Youth Fitness Trainer you are selling the benefits of hiring you as a trainer. By giving potential customers a reason to believe that you can and will help get them the results they want they will hire you. The reason to believe is the proof that you present, i.e.: before and after pictures of your success stories. You have an outline for pricing and negotiating rates with clubs and know what to charge for your service. You know what to do about scheduling and missed appointments. You will be able to troubleshoot your client’s problems by aligning with them even though your natural reaction may be frustration. Try to understand their viewpoint. Handling complaints effectively requires making best friends with your client. Other techniques presented are changing client’s focus and reinforcing the positive benefits of training with you.

I can’t wait to hear from you about how your new business is doing!

God bless.

Gregory Ladd, President  
American Muscle & Fitness

## AMFPT FINAL EXAM

You can mail your answers, name and mailing address to American Muscle & Fitness, 1436 State Road, Webster NY 14580 when you finish the exam and it will be corrected quickly. You'll be notified by mail how you did. **Please do not copy sections from the manual and submit them as your exam essay answers** because it is automatic failure. In addition to having thorough and correct length essay answers, you must get all multiple choice answers correct to receive an "A." Each wrong multiple choice answer drops your score one full letter grade. Four answers wrong equals automatic failure. The essay answers are there to provide you with three practical scripts that can help you in your training business.

**Your essays must be in your own words.** Short quotes are usually used only to back up statements or conclusions that you make in your essay. You may quote from *any* source as long as you use footnotes, or clearly cite the source, and as long as your essays are not made up entirely of quotes, graphs and routines taken from other sources. You can make reference to the different handouts that your clients would receive from the manuals by name. **Each essay answer must be at least 300 words** in length. An "A" or higher score will be noted on your letter of recommendation. By submitting this exam you affirm that you are submitting your own work under penalty of perjury.

DATE:

NAME:

ADDRESS:

CITY, STATE & ZIP:

**Place an "x" next to the correct multiple choice answer.**

**1. What must children have their parent's sign before beginning structured training?**

1. Fill out a health questionnaire and waiver
2. Fill out a personal training questionnaire
3. Sign the Ten Commandments of Personal Training
4. All of the above

**2. Children should be cleared by their \_\_\_\_\_ before starting any exercise program.**

1. spouse
2. teacher
3. doctor
4. lawyer

**3. The V-shaped muscles of the back are:**

1. Pectorals major and minor
2. Quadriceps
3. Latissimus Dorsi
4. Biceps

**4. The chest muscles are the:**

1. Triceps

2. Teres major and minor
3. Rhomboids
4. Pectorals major and minor

**5. The biceps:**

1. Curl the forearm up
2. Pull the arm down to the side
3. Raise the arm
4. Draw the rib cage to the hips

**6. To stand on tiptoe the muscles used are the\_\_\_\_\_.**

1. quadriceps
2. hamstring
3. gastrocnemius
4. glutes

**7. Muscles always \_\_\_\_\_ to cause motion.**

1. Push on levers
2. Pull on levers
3. Bend
4. Straighten

**8. What are the three basic muscle fiber types?**

1. Fast, medium, slow
2. Super, supercilious, noncilious
3. Cornea, patella fumorate
4. Sharp, medium, dull

**9. A youth exercise routine should be\_\_\_\_\_.**

1. high intensity/high volume
2. high volume/long endurance
3. low volume/ low intensity
4. none of the above

**10. If a weight your young client is using is obviously too heavy,\_\_\_\_\_.**

1. quit the workout
2. lighten it
3. increase it
4. cheat

**11. The stationary bike and treadmill are better choices than the stair climber and elliptical trainer are because they are\_\_\_\_\_.**

1. high intensity
2. low intensity
3. automatic
4. manual

**12. Youngsters want to be \_\_\_\_\_during a training session.**

1. abused

2. badmouthed
3. listened to
4. cursed at

**13. A trainer should find out a child's \_\_\_\_\_ history before training them.**

1. health
2. driving
3. address
4. work

**14. Slow twitch muscles are trained with \_\_\_\_\_ weight.**

1. light
2. heavy
3. both of the above
4. none of the above

**15. Volume, when applied to training, means \_\_\_\_\_.**

1. amount
2. size
3. sound
4. loudness

**16. For losing fat which is the best method?**

1. Diet
2. Diet and exercise
3. Exercise
4. Cardio

**17. The best response to training based on the GAS theory comes from \_\_\_\_\_.**

1. using the same exercises all the time
2. using different exercises every workout
3. using only machines
4. using only free weights

**18. When taking someone's pulse you should never use the \_\_\_\_\_.**

1. wrist
2. neck
3. chest
4. stethoscope

**19. A \_\_\_\_\_ is an exercise movement where you lift a weight from the start, or bottom of a movement, to the top, and back down again.**

1. set
2. super set
3. circuit
4. repetition

**20. As a Youth Fitness Trainer, your customer's quality of \_\_\_\_\_ is of paramount**

**importance.**

1. care
2. outfit
3. gym
4. home

## ESSAY QUESTIONS

**FOR EACH QUESTION WRITE AT LEAST A 300 WORD ESSAY** based on the manual reading material outlining the routines, sets, exercises and schedule you would recommend for the client. Assume each client is in good health. Check your grammar and spelling. Exam answers may be e-mailed to [amfpt@aol.com](mailto:amfpt@aol.com). **Your essays must be in your own words. Please do not copy sections from the manual and submit them as your exam essay answers.**

1. Create a fun routine that a child might enjoy. Explain why low intensity and short duration workouts are more effective for young clients. Be sure to include exercises, equipment (if any) sets, reps, days per week and rest periods. How many adults should be present when training kids and why?
2. Outline how would you train a ten year old girl who wanted to lose twenty pounds over a period of six months. Assume that she had no experience with structured exercise, but was healthy. Be sure to include exercises, equipment (if any) sets, reps, days per week and rest periods. Explain your reasons for making these recommendations.
3. If a youngster is confined to a wheelchair and has limited range of motion, what would be the best way to train them? Describe a routine that you would use with them. Be sure to include exercises, equipment (if any) sets, reps, days per week and rest periods. Explain your reasons for making these recommendations.

E-mail your exam to [amfpt@aol.com](mailto:amfpt@aol.com). You can also mail your exam to:

American Muscle & Fitness  
1436 State Road  
Webster, NY 14580