



World Exercise Systems

Study Guide

Client training and trainer qualifications

If you have to talk about your qualifications then you have not sold your potential client yet. You have to believe in yourself and have confidence. Take charge of each client, not in a bossy way, but in an 'I know what I am doing' kind of way. There is a difference between the two; be confident not cocky. You are the leader of the client. You need to develop leadership skills and be confident and nice at the same time. It is important to talk about your potential client's goal and their limitations rather than what your goals are and all of your qualifications.

You have to monitor your client if they get dizzy or nauseated closely. It is a trainer error. You have to go slow with new clients and do legs last. Every 6 or 7 exercises make them lie down and do a few crunches with their feet in the air. This will let the blood and oxygen regulate throughout their body. This is something you will deal with for the first three months. Usually after this time frame, you are safe unless the client is sick or has not eaten. You also need to refer back to the present condition assessment and make sure there are not any heart issues. Even after a client gets in shape, they can get light headed especially when doing legs. The key is to slow down the pace of their work-out.

You are going to have clients who cannot be on time. This is the way it is. Learn who they are quickly and handle your schedule with that in mind. The first 10 work-outs with a client will tell you if they are punctual. Learn to adapt to all of them. If you handle it properly, you can learn to squeeze one or two more clients into your day without working extra hours. If you let this behavior get to you then you will stay frustrated. Remember, you are dealing with different personalities.

All clients are a challenge for the trainer because you have to make them happy. A woman is not harder to train than a man. However, training women is a business just like training men. You have to be a little more creative when you are training women because they like more variety. Because women go lighter than men, once you have conditioned them and begin training them harder towards their goals, they can go faster than men on the intensity of their work-out. Generally, men are training for bulk which engages fast-twitch muscle fibers which require more rest between sets. Of course there are exceptions but whether you are training a man or a woman, it is your business so handle it professionally.

Consecutive work-outs depend on the client's condition. World Exercise System teaches you to start a new client on consecutive days to get them into the routine but do not over-train them. If you give a new, potential client a free work-out, they like it and say that they will bring a check on my next work-out then schedule them the next day. In other words, get the check quickly. In the service industry, when you are dealing with a high dollar luxury, you cannot let people think about it very long they will talk themselves out of it. If you have not received a check yet but you have an agreement then you do everything you can to quickly get the check. Sometimes if you are selling large packages up front you will have to sell it twice. You have to pay close attention to what they are saying about the packages, the work-outs, etc. In other words, until you get the check you have nothing! The only reason you would work a new client out on consecutive days would be because of a scheduling issue and to ensure that you get a check.

Super-sets are a great way to intensify your client's work-out. Well-conditioned people can super-set. There is nothing a bodybuilder can do that a normal client cannot do. Now, the normal client is not going to be as disciplined as a bodybuilder but they can try. Normal clients can work-out just as hard as body-builders if they are conditioned for it and if they can be just as disciplined on their diet. The main difference will be the amount of weight they lift.

Women can do anything men can do in the gym. Squats and bench press are not going to be one rep maxes for women like men but they can still do them. For women, specifically women in sports, power moves for explosion such as bench press and squats are great exercises. It is important to

make sure that their knees and elbows are conditioned for the amount of weight they will be lifting.

As far as abs are concerned, it is all diet. Yes, your core needs to be strong but you can do crunches all day long and never see a six pack without a good diet. Abs are also very genetic. You can do it all; work-out and diet but only have a flat stomach if the genetics are not there. We are all striving for 6 pack abs but most people would take having a flat stomach if a 6 pack is not possible. The main thing is to stay balanced with your work-out and diet and have a strong core whether it is bikini season or winter.

Most people do not want to touch their shoulders when they have an injury but shoulders, unlike a pulled muscle, need to be worked. Pain is your guide. Train under and above the pain. If it is a slight pain then train through it. Also, flexibility in your shoulders is a big factor. You will need to use the world exercise system shoulder stretches not just for shoulder rehab but also during the work-out to keep the shoulders loose. The one thing that you will do differently if your client is experiencing pain is to drop their weight some.

If you are exerting and have no air then you are in trouble. It is tough to get oxygen under exertion. A good example is bench and squat. On the way down or before you start, you need to take a big, controlled gulp of air on every rep. As you take the air in, your lungs expand making your chest arch which allows you to use proper power form. On other movements, such as arms where the body parts are smaller, then you do not need as much air. Every movement should be controlled and so should your breathing.

Biceps are one of the smallest muscle groups that we train on a regular basis (especially guys). Biceps do not require as much oxygen. On the other hand, legs require the most air which is why a client can get light-headed. As a part of the conditioning process, learning how to regulate your client's oxygen intake is very important. But no matter what body part you are training, if you take in too much oxygen, you can get light-headed as well.

Once again, everything depends on the present condition of a client. 3 days in a row is a lot. However, the amount of days they will have off is a factor. Remember, it should be a slow, steady climb. A client could also do a full body circuit day 1 and 3 and only do abs and cardio day 2. It is important to get a new client on a 3 day a week, every other day, program routine. However, if you have factors you cannot control then you have to improvise. For example, if your client has to do 3 days in a row then you must make sure that you do not over-train them. You want your client on an every other day work-out program for both physical and psychological reasons. An every other day program gives the body time to recuperate and not working out every day gives the mind a rest.

On a six day work-out, you are talking about extreme athletes or someone training for something specific. Recuperation is the key. There is no wrong way to split this routine unless you are over-training. Symptoms are headaches, becoming thirsty and sleepy, soreness, and plateaus. You have to learn your new client's recovery time. One of the main problems with over-training is getting weaker. Remember, your client's body goes through cycles very frequently. You have to learn the symptoms of this for you and your client. You can't always pinpoint what made your client's body go through this either. Sometimes they can eat healthy and be well rested but still have a 15% down day. Even if people do not exercise, their body goes through cycles. Everyone displays it different but in the work-out world, the 15% down cycle is just as mental as physical. This is the main reason why we say that you have to do what you are supposed to do not what you want to do.

There is nothing magical about a guy or a girl that can do something another one cannot do. Anybody can train with anybody. Just make sure to adjust the weight and intensity for the condition of the client. The female could be in a lot better shape than the male and vice versa. Physically, they can both do anything there are usually just preferences. The one thing that you have to be careful of is someone doing more weight than they should to compensate for not having enough stamina to hang with the other person.

Sales and rehabilitation

You can train two people at the same time. Remember, it is all about conditioning and adjusting the amount of reps and weight for each client. Two clients with different goals can use the same equipment as each other. A guy might do 6 reps and a girl might do 20 reps but there will be a huge weight difference between the two. For example, the male who is doing 6 reps might have 200 pounds on the machine but the female who is doing 20 reps might have 50 pounds on the machine. There are several factors that go into changing the intensity of a work-out. You could change the weight, change the amount of reps, or change the rest period between sets. If you are working out two people with different goals, then the only thing that will change is the intensity for each client.

The more muscle you have, the more efficiently your body will burn fat. You must start pumping iron right away. Think of people you know that lost weight but looked worse because they lost too much muscle. Lifting weights changes all of that. We have to teach our clients the effects of lifting weights. They have all been taught weights make people bulky and that muscle weighs more than fat. The only way a client will get bulky is if they go heavy for months or years. Bulk comes from fat not muscle. We have to teach our clients balance in everything they do. We have to condition them properly for their work-outs and we have to create a new lifestyle for them through their diet not a diet that is trendy at the present moment. Whether a client has to lose 10 pounds or 90 pounds, they need to start weight training immediately.

The weight loss comes from the diet. Girls do not have the ability to bulk like guys. If someone wants to gain or lose weight, they can still lift heavy. Caloric intake also has a lot to do with weight loss. There are very few females who actually want to bulk up and it is a matter of changing the amount of reps and weight. Bulking comes from 6-8 reps for girls and guys and changing the weight accordingly. If a client needs to bulk quickly, they need to add a lot more calories to their diet. Muscle bulk takes a long time to be created. Most bulk comes from fat cells because the volume of fat is much bigger than muscle. If a client wants to bulk then they must increase their calories and begin a weight training program designed for their goals.

You, as a trainer, have to improvise and take control if two clients want to work-out together but are not on the same program. Keep them in the same part of the gym. Group training is a great way to maximize your profits and it is easy to do. You have to stay focused on all clients and keep a good flow. You have to get your clients ready for the process of training with another client. Imagine going from 40 per hour to 80-120 per hour. If you stay engaged and excited about each and every client then this can be easily accomplished. There are some clients who will not want to train with other clients. Usually, this is due to a lack of confidence which will change over time.

It is all about the adaptation skills of the trainer. Even though one client is late, they are still important. Never make them feel like they are an inconvenience. If you are training people at different locations and have to leave the facility at a certain time then the clients have to respect that but learn to adjust to clients who cannot be on time. Make sure you schedule clients that are always late in the middle of your schedule so they do not make you late if you have to travel to another location. In other words, they may overlap into your next client but they will not mess with your travel time. Make sure that you do not make the client that is on time wait for the other client, who is late, to start their work-out.

You need three components to shape a client's body: cardio, weight training, and diet. If a person needs to lose weight and they lose a lot, then their body will seem more transformed than someone who is just toning up. However, in the long run, nothing compares to the shape change a client gets from losing body fat and building muscle mass by lifting weights. This cannot be accomplished by walking on a treadmill only or by just doing aerobics. Shaping a client's body with weights is the best way to completely transform their body. To make a client's body a fat burning

machine, you must get them on an intense weight circuit routine. There is absolutely nothing that can replace weight training.

Everyone needs to do resistance training. It is the most important part of your client's regimen. You and a client can accomplish tone, get their heart rate up, and weight loss with a 20 minute circuit. Most people who only have 20 minutes and they are working out on their own will opt to walking because it is a no brainer. We, as trainers, have to teach the difference between the two. You have to be sold out 100% on weight training and believe that it is the best form of exercise today. You, as a trainer, have to stand up for your beliefs. You will have people who believe in the misconceptions of weight training but you have to inform and teach them about what is right. Once you teach them how easy it is to circuit train and that they can accomplish cardio at the same time then they will be sold out just like you.

The trainer has to make sure that the weaker client does not hurt themselves if they are working out with someone stronger. The trainer, from time to time, in group training such as a husband and wife will have to deal with this issue. It is very common and no big deal. You have to keep clear charts on your clients, so you can keep the work-out flowing like it should. You have to make sure that the weaker client does not over-train.

Lower back issues are common for overweight clients. The issues that follow can hurt other body parts. Stretching the hamstrings can help alleviate back pain immediately. For long term help, they need to strengthen their abs or core and lose weight. It is not uncommon for a skinny person to have back issues especially osteoporosis. Strengthening the entire back and core is the key. When anyone with back issues lifts while standing, they need to have a slight bend in their knees and to tighten their core while doing the movement. This will protect their back. If their back is really bad then they may need to stay away from doing squats with weights and leg press.

When a client is sore, a light work-out will help the soreness go away. For example, if they jogged a little too far and their quads are sore then a few light reps on a leg extension machine will help with their soreness. Doing a few reps for the area that is sore will pump blood and oxygen to that area. This will help speed up the process of alleviating the soreness.

Shoulder injuries are common for anyone, especially athletes. People love saying that their rotator cuff is hurt, which is generally the issue since the four muscles join together to form the cuff. Generally, shoulders need immediate rehab. It is a simple process. Pain is your guide to train above and below the trigger points. You can train through it if the pain is not too severe. However, you cannot make the shoulder sore on top of the pain they are already experiencing. Take the next 6-8 weeks and build the client up to 2-3 sets of 10 reps on dumbbell over-head presses, side laterals, and front laterals. In between sets, have them do the World Exercise System shoulder stretches. Many times, a client being inflexible promotes shoulder pain.

Always encourage clients to bring friends. This is how you are introduced to potential new clients. If a client brings a friend they are already sold you just have to raise the value of what you do. Personal training is not cheap but someone can also waste money on a health club membership. Whenever a client mentions they have a friend or family member interested then the most effective way to get them in is to get your client to invite them to work-out together as soon as possible. Clients are always willing to give up a little focus on them while you work with their friend.

Trainers have to keep good charts and formulas on each client. It is not hard to train clients with two different goals; you just have to have your design ready for each work-out and stick to it. Everybody has different goals so no matter how drastic they are apart you can still train people with totally different goals. Remember, just because one client is training for power and one for endurance does not mean that they will not be using the same machines.

Sales are the number one part of your business. You have to be able to sell. You should be able to upgrade each client no matter what package they purchased after the first 4-6 weeks of working

out. After this time frame, they will understand the value of having a personal trainer. For example, a client purchases a package of fifty work-outs but you both discussed them buying 100 work-outs. One of the reasons a client will only buy 50 work-outs is to ensure that they aren't wasting their money. After 4-6 weeks, when they are completely committed, you can discuss another package with them and offer a small discount in order to get them to purchase the other 50 work-outs. The main reason clients will upgrade is because they know it will get them committed for another 50 work-outs. This helps to keep them focused and committed for a longer period of time.

In sales, always get the check. Just because a client got great results, does not mean they are ready to write a check. Remember, we are a luxury. If you have a client who has been with you for years, it probably is appropriate to give them a discount versus losing them. The key is to get the check. If your trying to sign someone up but they ask for a discount you have to ask yourself if a discounted price is better than them walking out of the door forever. There is a saying from a song that goes "nothing from nothing leaves nothing." You do not want to put yourself in that situation. Sometimes the discount you have to give is bigger than you want to give but you need to get the check.

QUIZ:

1. A client being sore is a gage for a great work-out.
2. You should always insistent that you know it all.
3. You should always ask your clients what they would like to do during their work-out.
4. If your client is late then they will always be late.
5. Supersets are only for athletes.
6. If you train your abs hard on every work-out then it doesn't matter how you eat.
7. If you have a slight shoulder injury, you should train lightly train them or they could freeze up.
8. Clients get light headed by working out what part of their body?

No Pain, No Gain and form

Locking out is only necessary when you powerlift. Do not lockout on a normal, everyday work-out. Locking out relaxes the muscle and stresses the joint. You have a potential of locking out on every upper body movement. You have to protect the elbow joints by not over-training them. Always keep a loose grip. Every movement and every work-out gets our clients ready for their next work-out. If we hurt their joints then we stop their progress. Elbows along with knee joints should never be locked out.

Your elbow joints will last a lifetime if you don't lockout. Even though you are not locking out, the elbow joints still get too much work. Keep your elbows slightly bent to ensure that you do not lock out. Always keep the elbows stretched to help prevent injuries.

Being sore is an indication of over-training. It is not a gauge for a good work-out. A gauge for a good work-out is feeling good and being ready for your next work-out. A new client should never get sore. Their body is not ready for it and cannot recuperate. This makes them think that they have to always be sore. You, as the trainer, have to be very strict with this. You can never make your clients sore. It is the main reason why people quit working out. You have to understand that clients will think that they have to be sore when they get started. Our job is to educate them on why it is not ok to be sore.

The motto no pain, no gain is for athletes and extreme personalities. Teach them the correct way to train. This saying came from coaches and athletes training for sports. However, this is not correct for sports either. You are training your client for their next work-out. We have all done it but never should. Your client's body will never recover properly. You have to adopt the World Exercise System motto which is "each work-out gets you ready for your next work-out." The 'no pain, no gain' motto will ruin your business.

You can always do a little more on your next work-out but you can never take it back. You should have the work-outs written out for the first ten work-outs so the client will understand. We are doing what we are supposed to do not what we feel like doing. If we do what we feel like doing then most of us would never work-out. We do not go by what we feel like doing; we go by what we are supposed to do.

Dumbbells are better than machines. They bring other muscles into the work-out and they make you focus on movement and the muscle. They are harder to do than machines but with a trainer teaching perfect form, it is easy. Your client will go to another level by using dumbbells rather than machines. They will learn to focus more and learn to do perfect form. There are some instances where people should do machines over dumbbells. For example, if someone has a particular injury, like a hurt wrist, then it would be better for them to use machines. It is important for you to pay attention to your client and make that call.

If a client is experiencing pain down their arms or shortness of breath then it could be a heart issue. Also, there could be pain in the jaw, chest, abdomen, and all could be heart related. When in doubt, call the doctor. You will learn if they have any history of heart related issues while doing your present condition assessment. Always keep this in mind when conditioning them. However, they could be experiencing pain from a pinched nerve in the neck or upper back area. Never take a chance on a heart related issue.

Preventing injuries and conditioning

Always ice a pulled muscle immediately and again several times during the day for 20 minutes to bring down the swelling. Sometimes, the swelling is internal, so you cannot see it. Fluid leaking is what causes swelling which causes pain. Applying ice stops fluid from leaking and starts the healing process by shrinking the blood vessels. It depends on the severity of the pull as to when you can train that particular body part. Sometimes it is good to rest it and sometimes you can train it right away. You have to change the way you train that body part until it completely heals.

Most injuries are the most inflamed right when they happen. You must ice the injured area for the first 48 hours and then alternate heat and ice. If someone has a chronic injury or a reoccurring one, then heat is better than ice. Heat increases the blood flow and stimulates spasms. However, whether it is chronic or not, always end with ice.

Always end with ice because there is always inflammation. Unless ice is uncomfortable always end the hot and cold therapy with ice. It will not make the injury worse if you end with heat; it is all about the level of inflammation. When the area begins to heal, make sure to stretch the area using World Exercise System's designed stretch system.

Ice is crucial if it is a fresh injury and if the hamstrings are tight then the back will not loosen up. If it is severe enough they might need to see a doctor. Mostly, fresh back injuries can be managed if you rest and ice it and stretch the hamstrings. If it persists longer than a week you should see a doctor. If it is chronic back pain then you can put a heating pad on it along with ice. Most of the time, even with chronic back pain you will want to put heat on it first, which is fine but always finish with ice in case of inflammation. Once their back is better, then you can start working on their core to make it stronger, that way the back is not doing all of the work.

Always put ice on it and depending on the severity of the injury, you could possibly train the area lightly. If it just happened then you probably do not want to train it right away. Always ice it and after 48 hours you can ice and heat it. The first time a hamstring is pulled it can become chronic. The way to prevent this from happening is to warm up your hamstrings more than normal, keep it flexible by stretching throughout your work-out, and by staying hydrated. You need to stay hydrated because if you do not, a cramp in your hamstring that is under stress from running can turn into a pull. Once you pull a hamstring, the area will always seem like it is going to cramp. At that point it needs to be stretched and make sure to hold the stretch for a while.

Tendonitis is usually a grip issue. Tennis players get it because of the steady grip pressure, so relax the grip and do not come close to locking out. It can also be an issue of using heavy weight but whatever the reason, you can usually still exercise. You may have to slightly modify the range of motion and stretch more than normal. However, taking time off because of tendonitis is unnecessary.

The World Exercise System designed stretch system (stretching after each exercise) allows for the lactic acid to flow and not accumulate. This helps to get more reps out of a work-out and it also helps to prevent injuries. Of course, every situation has to do with the condition of your client as to how many extra reps they can do. Stretching after every exercise is important for someone who is going who is going heavy and bulking because they can become muscle bound. This means that someone's muscles become less flexible but stretching will help prevent this.

A 40 year old with 20 years off will have triple that time frame in conditioning. At least 3 months possibly 4. Do not rush it; it is for life. The past has to be a huge factor in the conditioning phase of a new client. If someone has not worked out in 20 years, it really does not matter that they were ever in shape. Take as long as you need to condition them. It is important to understand that when we say 'conditioning' we are still talking about working out. 'Conditioning' is the term we use when

someone is out of shape and is starting back. However, 'conditioning' is referring to the most crucial time in a client's work-out life because we are building their fitness foundation.

One rep max is really unnecessary for anyone except a power lifter but growth plates don't completely fuse until 22 years of age. Anyone under 15 should do 10 reps minimum and with perfect form. Stamina and endurance should be our focus. Strength will follow. Strength tests have changed drastically over the past 30 years. For example, the NFL quit doing 1 rep maxes on bench. Now, they test strength and stamina by seeing how many times a player can bench 225 lbs.

Mass comes from two things: consuming a lot of calories and lifting heavy. For the average person, pick a weight that a client can do 6 to 8 times. This will also vary. You can do 3-5 reps heavy and you can do 2-3 reps. However, if you want balance of strength and endurance, 6-8 reps is best. It takes a few months to build muscle mass. In order to do it right without building or gaining fat, you have to do it slow.

It is all about conditioning. For the most part, if you have been working out for a few years and you are in really good shape, your body will feel great if you take a vacation. However, you should take the next 3 to 4 work-outs and build back up slowly. You can always do more. If you start right where you stopped, the rest and recuperation you got from your vacation will not be effective. You have to educate type A clients that there is not any punishment involved when taking 3 weeks off. They have a tendency to think this way but it is your job to inform them that this is wrong. If you want to build the most effective work-out plan then you have to outsmart the weights. Lifting heavy and killing it every time is not the answer.

Anyone that puts their mind to it and their body will hold up can run a 10k. However, that does not mean they should and it does not mean their body will recuperate fast enough. Depending on how long someone has been running as to how long it will take to recuperate from a long run determines whether they should or not. It will take time to train for this. A plan has to be put together for each individual client who wants to run a 10k. One plan will not fit for every client.

Find stable exercises for someone who has wrist issues. Do not bend their wrists and put on a wrist wrap beforehand. Do not supinate the wrist. In other words, do not open the hand. Wrist injuries are fairly common and if a client has a wrist that hurts they should put ice on it after each work-out. One of the exercises that will hurt a bad wrist is straight bar curls. An alternative is e-z curls or hammer curls. An e-z curl bar is the free weight bar that is curvy rather than straight. With this particular bar, there are several ways that you can put your hands on it which can alleviate wrist pain.

Usually, an old injury is nothing but you have to pay attention to it. Many times, it is just in their head which is a big factor. Things like old knee injuries or shoulder injuries could very well need some rehab work. Do an assessment on the area and go from there. Also, there could be some scar tissue left over from an old injury which could make it uncomfortable at times. The best test for all of these situations is to do their normal work-out but go lighter when you get to movements that involve their old injury.

As athletes get stronger muscles, you have to make sure they are disciplined and stretch more. They must warm up properly and stretch regularly. There also needs to be balance of strength between the quads and the hamstrings. As an athlete's body changes, so should their warm up and stretching routine. They need to learn the World Exercise System stretches that will prevent any injuries. Also, they need to make sure they are fully hydrated. If they catch a cramp in the middle of a strain then it could cause a pulled muscle.

Just as with stretching, as we all get more muscular our body requires an extra warm up. This is why we have high rep days as well. More people are prone to think that doing less warm up reps will help with not burning out while doing a one rep max. That is not the way to do it. You have to spend a few more minutes with a warm up as you get in better shape. You also have to keep your body

flexible as you get more muscular. This applies to all of your clients as well. In the beginning, the client's warm up is their work-out. Remember, it is all about the proper conditioning.

Legs are the foundation for all of us. If you could only do one exercise for your entire body it needs to be squats. Legs are easy for anyone to skip in their work-out but as we are training our clients to be disciplined they will do legs. Once a client is in shape, they can do legs in 15-20 minutes. Remember, doing legs can cause you clients to become light headed, so always do legs slow and last.

Each work-out conditions you for your next work-out. It is not your last work-out. Do what you are supposed to do, not what you feel like doing and you will be fine. This is the World Exercise System motto. Everybody who works out, no matter what they are training for should live by this motto. There is no reason why we should make our clients sore.

The time frame of a client's conditioning phase is always conditional. It could take longer but the chances are it will not be shorter. Do not rush the conditioning phase of anyone's program. It is the most important part of their fitness future. You have to build a fitness foundation just like when someone is building a house. You cannot put things out of order because it will not work correctly. One thing that is messing with everyone's thinking is work-outs that are sold as videos. None of these programs condition clients properly in the beginning. These videos promote wrong thinking about conditioning, working out, and being sore.

In the conditioning process, if a client gets light-headed and it lasts a matter of a few seconds then they will be fine. It is still not good but it is normal. If they get light-headed and you lay them down, elevate their feet above their heart, and it lasts longer than 30 seconds then their work-out is done for the day. They are not going to want to stop but if it lasts more than 30 seconds and they try to work-out again then the symptoms will come right back. Some ways to prevent this are to go slower through the work-out, doing legs last, keeping your client well hydrated, and making sure they eat before working out. You have to keep asking how your client feels throughout the work-out and pay attention to the signs. Also understand when you are asking how they feel some will say they feel fine when they really do not. It is human nature because at this point they might still believe in 'no pain, no gain.' You have to pay attention to any symptoms because you do not want them passing out.

Anytime you have a client that comes in saying their knee, shoulder, etc. is hurting then but they do not remember hurting them, then all you are dealing with as the trainer is a common issue that can be rehabbed. You treat it like any other injury. You rehab the area throughout their work-out letting their pain be your guide. Many times clients will come in with knee pain but still do all their normal leg exercises with no pain at all. When you get the cancellation call from your clients because they have hurt something, first ask questions and try to get them to come in because you can usually fix the issue.

QUIZ:

9. If a client has not worked out in 10 years then they should train daily for the first month.
10. What matters most in a new client's program?
11. Two clients, working out at the same time, can do the same amount of weight.
12. Muscle bulk can be done quickly.
13. If a client needs to lose a lot of weight then they should weight train immediately.
14. Lower back pain can be alleviated by stretching the hamstrings.
15. A client should not exercise if they are sore.

Kinesiology and over-training

Clients will never ask you kinesiology questions or exercise science questions but it would be good to familiarize yourself with it. All we do is study human movement, call it kinesiology or personal training; it is the same thing. The key is to get your clients on a regular program 2-3 days per week. You have to be a motivator to do this and learn psychology. The best way to do this is to pay attention to your clients. Human movement is what we do all day long. Remember, if your client has not been moving much then just move a little at a time.

You have to become good at psychology along with mechanical movement. It is a big part of our business. There are different things that we deal with but the mindset of our clients is the biggest. You have to reassure them that they are doing the right thing. We are constantly selling work-outs whether we have clients who have paid for the package up front or not. You have to be 100% ready to motivate your clients every time they walk through the door.

Kinesiology and exercise science both study human movement. You can add personal training to that as well. We are all dealing with the bodies and minds of our clients. Human movement is studied by every certified personal trainer. Form is the biggest study of human movement that we do. Our job as CPT's is not complicated. We design and implement work-outs for all types of people. Our job is to get them to do it over and over again.

As far as overall fitness is concerned, nothing replaces lifting weights. Physical exercise is known to reduce progression and reverses health issues such as type 2 diabetes. Your body is a natural healer but you have to put it in the healing mode by getting in better shape. Healing hormones are released during exercise. Also, exercise lowers your blood pressure and your bad cholesterol. Circuit training is the best reducer of all of these. Most of the medication that people take today could possibly be reduced by a regular exercise program.

You have to stay in shape and always be excited to see your clients. That part of our business should be so natural for you that you do not even think about it. One of the keys to staying excited is to not take anything personal from your clients. You must always have a passion for staying in shape yourself and helping others. What a rewarding career we have as certified personal trainers. We help enhance other people's careers, lives, and daily activities by making them feel and look better.

Another symptom of over-training is plateauing on your strength. The easiest way to combat this is to cut your work-out in half for the next couple of weeks and build back slowly. All we have is time. We are not in a hurry. We are training for life. Sure, there will be things our clients want to train for: wedding, vacation, etc. It is very important to stay balanced in everything you do: diet, work-outs, cardio, and your personal life. If you have a balance in everything you do then you will never over-train. Over-training is also an emotional or mental issue just like anorexia nervosa and bulimia.

Your clients are going to have bumps and bruises along the way just like you. Prepare them for it before it happens. Elbows are no exception. There is going to be elbow pain and the way to treat it is by not quitting just remember to not lock out and keep a loose grip. Lighting up the weight would also help. You have to get your clients focused on the muscle rather than the pain. You do this by simply touching the tricep or bicep and telling them to focus. Now, if the pain is severe then you need to handle it differently. Every now and then your clients will experience some pain. Make sure that you are using the World Exercise System stretches.

Initially clients love being over-trained because they believe it is the only way to get a great work-out. This goes back to all of our teachings that clients think they have to be sore to get in shape. When people are uneducated about fitness begin to work-out they go with all of the negatives they have been taught.

Proper form and split routines

Chest usually requires more energy because of the amount of weight you are doing. Chest warms up shoulders and shoulders warms up triceps. If you are short on time, you can circuit train chest, shoulders, and triceps but understand it will affect the amount of weight your client can do. After conditioning is over and training begins, if your client wants to do a split routine, then always do chest first. As your client gets stronger and they are pushing more weight it will seem like their shoulders are worn out. However, as they put the time in their shoulders will start responding by building stamina and strength. Shoulders are needed in the chest work-out but chest is not needed in the shoulder work-out. This is another reason why you must do chest first. Triceps are needed in both the chest and shoulder pushing movements, that is why you do triceps last. Chest and shoulder pushing movements warm up triceps. Once you start on them they are already warm.

You have to pump iron to tone muscles. Walking on the treadmill burns calories and works cardio. We believe in weight lifting. You do not have to do all the crazy new work-outs that come along every year. Resistance training is at the top. Instead of walking on the treadmill you can do a circuit work-out that works the entire body including cardiovascular. The reason people walk on the treadmill is because of it being easy. We have to educate our clients on what is best for them. People will always choose to do what they are most comfortable doing that is why they get on the treadmill.

When doing any standing exercise, you should slightly bend your knees to protect your back. We call it an athletic position. Slightly bending your knees helps with form and your core because this forces you to keep the ab muscles tight and protect your spine. When you tell your clients to bend their knees, they will automatically think the exercise got harder because of that but in fact it makes them focus on their knees rather than the exercise. It is necessary to slightly bend the knees while standing to protect their lower back. The more they do this, the easier it will get. It will become an automatic movement after a while. It is the same principal as telling someone to lift with their legs and not their back.

The World Exercise System bench press formula was created by the owner and it is amazing how well it works. Day 1: 10 10 8 8 5 5 5 (same weight). Day 2: 10 10 10 10 10. On day 2 you still have to warm up and the 5 reps and 10 reps should be your max weight. In other words, when your client is doing the five and ten reps it needs to be the most weight they can push by the last set. Also, understand this formula applies only to people who are already conditioned. Day 1 means the first day of the week that you do chest and day 2 means the next time, usually 3 days later, that you do chest again. You will add 5-10 pounds to each movement once a month.

These three body parts (calves, abs, and forearms) are used so much and are so thick that they can be worked daily. We probably would not suggest forearms daily just because other things are involved like hands and elbows. But as far as calves and abs are concerned they can and need to be worked daily. Calves and abs are very genetic and are sometimes hard to build the way a client would like. Abs are about the proper diet. Calves need to be trained heavy every other work-out with a lot of reps and stretches after every set. If someone is on a 4 day or 5 day split routine, take one of those days off from calves and abs to ensure that you do not burn out.

As you are doing a 4 day split routine, it takes a while for the shoulders to build endurance. But always do chest, shoulders, and triceps in that order and back, biceps, and legs. If you do legs first it could wipe you out for back and biceps. After a client gets used to the pull work-out, legs can be done first but you have to condition just like any other work-out. The legs require a lot of energy and oxygen. This is a good 4 day per week work-out plan. Each body part is worked twice a week with no overlap. Overlap means that if you do a split where chest and shoulders are done on

consecutive days or back is done one day with biceps the next day your client is overlapping. When you overlap, you have the danger of over-training those body parts. When you are doing back, your biceps get a great work-out and when you are doing bench press for chest, your shoulders and triceps get a work-out too.

Make sure you give your clients balance with any split routine. In other words, you will have a tendency to do more of the body parts they like to do like chest or arms and skip legs. Balance is the key. There is no wrong way to do a 3 day split unless you skip body parts. Focus on three or four different body parts and switch the work-out to focus on the other body parts on the next work-out. For example, do chest, shoulders, and triceps with total focus and back, biceps, and legs light. Then switch it on the next work-out or you could focus and train just 2 body parts hard like chest and back and then do the rest of the work-out light and fast. There is no wrong way to do it unless you are missing work-outs.

Even though you can do abs daily, every now and then give them a break. The third day or a day when the client has less time would be a good day to skip abs. Taking a break from abs will help you focus better. If you are using proper form then the abs are engaged on every set. Remember, the key is to not over-train any body part and even your mind. If you are not fresh and ready every time then you are over doing it.

A 3 day work-out is a good, well-rounded routine. Your clients are never training two days in a row and they can recuperate faster. The balance has to be in the amount of sets done for each body part. Each day you can have the main focus on 3 body parts and do a few less sets and reps on the other body parts. For example, Monday we do full body with the main focus on chest, back, and legs. Wednesday we do full body with the main focus on shoulder, biceps, and triceps. Friday, we do full body with the main focus on calves, abs, and cardio. This is a well-rounded variety so the client doesn't get bored. You, as the trainer, need to keep good charts, so you know which body parts to focus on. A client may need to do Monday, Wednesday and Thursday. If that is the case then do full body on Monday and a push-pull on Wednesday and Thursday.

Pushing is triceps—chest, shoulders, and triceps. Pulling is back—back and biceps. When you are doing overhead press, it is for shoulders. It looks like lats could be involved but they aren't. When you are doing lat pull downs it appears shoulders are involved but they are not. This work-out was developed so these body parts could be worked very hard with no overlap. This is similar to doing pushups. Many people believe that pushups work the biceps but it is really working the triceps.

People always think that if one is good then two must be better. If walking is good then running must be better. However, this is not true when it comes to optimum fat burning. Sometimes doing less means you are burning more. For example, if your heart rate is too high then you are burning glycogen instead of fat. The general rule of thumb is that if someone cannot talk a little while doing cardio because they are out of breath then their heart rate is too high.

This is one of World Exercise System's most common 4 day split (push work-out: chest, shoulders, and triceps). If you do chest one day and shoulder the next, your shoulders will get over-trained. Your shoulders will take a while to get used to this work-out. One of the reasons for doing this work-out in this order is to warm up your shoulders by doing chest first. In the beginning your clients will get tired quickly but you have to inform them that this is part of the process and by doing this they are building their stamina and endurance. Shoulders are getting a good work-out while you are doing chest but it will not take a long time to build up. A client can be full speed on intensity while doing chest after 4-6 months.

This is the other half of the most common 4 day splits (pull work-out: back, biceps, and legs). You have to make sure you give your legs some focus but if you do legs before back and biceps it takes some getting used to. You can also do a back, bicep, and leg circuit if your client is in shape for this work-out. Even conditioned athletes get light-headed with this work-out sometimes. Legs are

one of the biggest muscle groups that require more blood flow and oxygen which takes getting used to. It will take a while for your leg work-out to be intense like the rest of your exercises. When you add legs to a circuit work-out and you do not make your client do them last and slow then it makes it even harder for them. We have to teach our clients to be patient with the slow process of building stamina. Building stamina for legs seems to take a while. We all have to be reminded that fitness is a journey with no destination.

QUIZ:

16. Shoulders should be rehabbed only after the pain is gone.
17. Never try to sell a client more work-outs if they have some left.
18. You can never plan a client's work-out by what they feel like doing but by what they are supposed to do.
19. Always ice a pulled muscle.
20. A client should be pushed to the max during every work-out.
21. Tendonitis is a common issue.
22. Client conditioning is only for beginners.
23. Once a client is in good shape, they no longer need to stretch.
24. As clients get older, they should continue to do leg exercises.
25. Weight lifting is the best type of exercise.
26. Clients will understand if you do not have time to work-out yourself.

Freshman 15, slow and fast twitch muscle fibers

Freshman 15 is caused by a number of things but a main factor is schedule change, sitting around and eating more with the metabolism slowing down because of no exercise. If there is a major schedule change, you have to immediately start a simple, quick work-out routine. People will be so focused on a new job or school that they will say that they have no time. That is why it has to be simple and quick until everything gets in a routine. Most of the freshman 15 is just a simple schedule or life change. However, if you add former athlete to the issue it makes it even harder. When you are involved in a sport, your appetite is big and your work-out is even bigger. You take away the calorie burning of the sport but do not change the calorie consumption; you end up with the freshman 15. If you do not get control of this quickly then it will be the sophomore 25. It would be so easy to stay on top of being in shape by keeping up with a short intense work-out.

You are making tiny, microscopic tears in the muscle fibers, which is why you need 48 hours for that body part to recuperate after working out. Recuperation is the key to proper growth. Eating the correct amount of calories and protein will help in the process. If someone has access to a gym 7 days per week and if you could wait 72 hours between body parts then your body would fully recover from each and every work-out. However, that is the perfect schedule but we do not live in a perfect world, so we have to improvise. If you are training heavy and can give an extra day of recovery that would be the best scenario.

Fast twitch muscle fibers are the bigger, more explosive muscle fibers; running backs, linebackers, and defensive backs. Slow twitch muscle fibers-marathon runners are smaller. As your client trains heavier, it requires a little more rest than slow twitch muscle fibers. The explosive nature of fast twitch does not necessarily require more energy. In fact, it is a completely different work-out than slow twitch because slow twitch muscle fibers allows for more reps. A slow twitch work-out for stamina and endurance is a much harder work-out then using fast twitch muscle fibers. The slow twitch work-out is a non-stop work-out with a lot of reps and no rest. However, the fast twitch requires much more rest. The equalizer would be to lift a lot more weight on the fast twitch work-out. Even though you are lifting more weight on your fast twitch work-out, the slow twitch stamina building work-out is harder.

Even though you can train each body part twice a week you should only go heavy once a week and possibly every third work-out on that body part. You have to do some research on this. Every client will be different. Your male clients will want to go heavy every work-out but you have to educate them on the recovery time. Plus, if you go heavy every work-out, the work-out will get boring and the risk for injury will be much greater. You will also be building more of a bulky looking body and not a balanced fit look. For routine purposes, only go heavy on each body part once a week. The work-out will not take long to do but during your rest and recovery period do calves and abs to help keep up the intensity.

The first few reps are explosive fast twitch and then slow twitch fibers take over when you go heavy. Once you get past 12-15 reps you are primarily training slow twitch muscle fibers. A good combination would be to go heavy then rest so the fast twitch fibers can recuperate and then rep out for a good balance. Whether going heavy or light, you are always using slow twitch muscle fibers. It is the fast twitch muscle fibers that will go out and need to recover. You can build stamina with fast twitch muscle fibers just like you can with slow twitch. In order to accomplish this, you have to get a rep and rest plan together.

How to maximize every work-out

Squats are the best exercise for the body. Keep in mind, some people cannot do them because of bad backs and bad knees. Some people can do them without weight. But as far as overall health, squats are one of the best exercises. They expand your lungs with proper breathing as well. Remember, to breathe out on exertion. Squats also build upper body strength as well as leg strength. They require you to hold the bar with your upper body and also make you breathe properly because squats require a lot of oxygen. We tend to skip these as we get older but if we warm up properly, stretch the knee ligaments and tendons, and use our own body weight then everything should be fine.

Calves are hard to build. You have to do multiple sets and reps daily. You also have to do a wide variety for calves; heavy and light days, few reps and extra reps, and good stretching techniques. It takes a lot to shock calves. Once the conditioning phase is finished then you can work calves hard. Each movement can be done 3 ways by opening and closing the heels. You have to stretch them after every set. They are an important but neglected part of the body. They require just a few minutes to work and can be worked during periods of rest.

You can always work the gastrocnemius by doing standing calf raises. By bending your knees, you will also work the soleus or width if you do not have a seated calf machine. In other words, standing calves straight legged works the gastrocnemius and the same movement with your knees bent works the soleus. In order for the calves to have a balanced look you have to work length and width equally. Standing calf raises combined with seated calf raises is the best balanced look you can get for calves.

Bicep curls also work forearms. Pulling movements are back, lats, lower back, biceps and forearms. While pushing movements are chest, shoulders, and triceps. Biceps can be worked with pushing movements; you just have to be careful not to over-train them. This means that if you do chest, shoulders, and arms one day and the next day you do back then you will be over-training your biceps because you need your biceps to do your back. When you are overlapping just be careful not to do too many sets and reps. Remember, keep it balanced and the same goes for doing chest and arms one day and doing shoulders the next day. A chest work-out works the shoulders some, so always be mindful of this.

You can absolutely work-out opposing muscle groups on the same day. If a client wants a good pump and they are in good condition then they can do this. A chest and back combo, chest and tricep combo, back and bicep combo, or a bicep and tricep combo are all great quick pumps. Some people misinterpret working opposing muscles back to back because of the restrictions you get from the blood flow or pump. As long as your client is doing the World Exercise System stretches while they are exercising they will be fine. The best and quickest 2 body part pump would be chest and back because you are hitting most of the upper body with this work-out.

Hammer curls (closed hands) focuses on forearms. Open hand focuses on biceps. You will want to keep a light grip when doing these movements just because of the possibility of tendonitis. Doing hammers allows you to go much heavier than normal bicep moves, so it is important to take advantage of this for size.

The angle you are holding the dumbbell makes you work forearms as well. Because the arm is in a pull position it works forearms as well as triceps, but it is primarily a tricep movement. You have to pay attention to the different angles as they are holding dumbbells. When you change the body parts they are working. An example of this is the kickback with their arm parallel to the ground. They are working triceps but if they let the dumbbell go to the ground and pull back they are working their back. It is not an exercise you can combine with the same weight because your back is a lot stronger than triceps.

You can absolutely gain weight while you are working out. It is simply a math equation. No matter how hard someone work-outs and no matter how many calories you burn if you eat more calories than you burn then you will gain weight. It is important to inform your clients of this if they are dealing with this issue. People think that they can eat whatever they want and however much they want since they are working out. This is simply not true. It is all a balance with working out and eating right.

A fallacy of our industry is people gaining weight when they start working out because muscle weighs more than fat. People only gain weight when they consume more than they burn. Their appetite increases when they start working out. Now part of the saying that muscle weighs more than fat is true and part of it is not. If you take a pound of muscle and a pound of fat and you measure the volume or the size of each, the fat will be much bigger than the muscle. Consequently, if you look at one pound of muscle and one pound of fat, the muscle will be much smaller. This is why when people start exercising and do not lose weight but their clothes fit better it is because their body composition is changing. This is the best thing that can happen to a client because it also means their metabolism is making a good change.

Everyone has different priorities. Benjamin Franklin said “an ounce of prevention is worth a pound of cure.” If everyone would devote 1.5% of their time to working out or the prevention then everyone who starts working out and quits would never be able to blame it on time. Anyone can give up 1.5% of their day to get in shape. It is a simple matter of getting on a circuit training routine.

Friends are not the best trainers. When an out of shape person is training with an in shape person, the out of shape person is at the mercy of the other. The one that is in shape, tells the friend to do what they do just maybe a little less weight. The problem is that your body can do more than it should do. With that being said, the one that is out of shape does at least double what they should to keep up with their friend and they end up sore. It is the beginning for them. They are starting out without a plan other than trying to catch up with their friend who might have been working out for years.

When you start initial reps, you are working out fast twitch muscle fibers and then they burn out and slow twitch fibers take over. As we get in better shape, this becomes more evident because the weight we lift will increase. There will be a wider gap between a heavy day and a light day. This means that if you have a heavy day doing 4-6 reps and you are pushing 100 pounds, then on the light day doing 12-15 reps you will be pushing 60 pounds. As you get stronger, the gap will get bigger. Your 4-6 rep days will be 150 pounds and on the 12-15 rep days you will be pushing 60-80 pounds. These are just example and ways of educating you on the difference between fast and slow twitch muscle fibers. However, you initially have both muscle fibers starting the lift and then as the fast twitch fibers get tired then slow twitch fibers take over. The difference between the two is that slow twitch fibers recuperate faster.

You have to rest 2-3 minutes on your power movements for fast twitch fibers to fully recuperate. If you are going real heavy, it may take a little longer like 3 and half minutes. You just have to be careful to not drop your intensity with too much rest and this type of work-out takes up a lot more time. This is why you only want to go heavy every other or every third work-out for that body part. Also, since this work-out takes longer you will not be doing as many exercises per body part. For example, on your light day you will do 4 different exercises for chest and back and on your heavy work-out you will do two different exercises for those body parts. On the heavy chest day you might do bench and incline and on the light day you will do bench, incline, flies, and dumbbell flat press. Another reason you want to go heavy only once a week per body part is it takes longer to recuperate not just between sets but also between work-outs.

Even when you go lighter and do a lot reps, the fast twitch fibers have to recuperate. The key is balance throughout. You want to train fast and slow twitch fibers with a good mix. The way to do

this is by mixing your heavy and light work-outs together. For example, when you bench press you do a warm up. Do a few heavy sets with 2-3 minutes rest to get your size and the last couple of sets you do super sets with no rest. You always want the work-out to be at its max intensity. If you are feeling like your client's work-outs are a little stale then cut out the rest between sets and intensify the work-out. When you are lacking intensity, it will always seem like a client is not getting a good work-out. You can change this by lightening the weight and cutting the rest time.

You can be in great shape and do multiple sets on a new exercise and you will probably get sore. You can take someone who runs 3-4 miles at a time and put them on a stair-master and they will get winded until they condition. Everything we do is about the condition of the client. If every work-out gets you ready for the next work-out then if we add something new we have to add it slowly. For example, if someone is in great shape and we add a new exercise to their work-out by having them do 1 set of 10 then 2 sets of 10 after 3 work-outs then have them go to 3 sets of 10 after 6-7 work-out, we are rushing them. This process needs to be a lot slower even if they are in great shape. Go slow even when adding new exercises no matter what shape they are in. We even tend to do this to ourselves when adding new exercises. If we cannot be patient training ourselves then we will not be when we are training our clients.

Legs require so much blood and oxygen that it will possibly make them light-headed. This is one of the biggest mistakes a trainer can make. A new client can't handle doing legs first. You have to go so slow with them anyway but doing legs first is a mistake. If your client does upper body the day before and all they have left in their work-out program for that week is legs then go really slow. Make sure they're breathing properly and resting 2-3 minutes between sets. Even breathing without exercising can get a person light-headed. A disaster is waiting to happen if you add in legs to the mix of someone not being able to breathe properly. When a person feels the slightest light-headed feeling, you must stop them and make them lay down with their feet elevated for a few minutes.

Each client, unless you are doing negatives, does not need help doing bench and squats. They probably should not be doing chins unless they have been training a while. The only reason you spot on squats and bench is if they cannot get the last rep. You do not want to assist every rep. If you do, you are creating a mental issue that will require your hands to be on the bar for your client to have any self-confidence. If the client cannot handle the weight for the amount of reps required then you need to lower the weight. A spotter is there just in case the client cannot get the last rep. Chin-ups are hard on the elbow joints, so you have to be very careful.

Growth plates have to be protected. They are all over the body and you have to be careful not to harm them. They do not completely fuse until the age of 22. Strengthening the entire body will help the growth plates form even stronger. However, the younger the client is, the more sensitive their growth plates are. As a kid gets older, in the middle teens, they can go heavier and even do a one rep max even though every strength program should have a multiple rep max to prove the kid's stamina and strength. If you want a good example of growth plates being damaged then look at the height of a gymnast. Be extra careful with kids and make sure they do not lock out their knees or elbows.

Weight loss can be done by just dieting but your body looks better if you lift weights too. Weight training comes before cardio because you can get in cardio if you circuit train weights. It is also hard for us to put diet first but it is very important. There are some people who physically cannot weight train but everyone can eat right. The reason weight training is more effective than cardio is that you can cardio with weight training but you cannot do the opposite. With time being an issue for most of your clients then we need to push a 24 minute or 1.5% of their time circuit training work-out. We call this the 324-E model. Three days a week of exercise for 24 minutes of circuit training is the design of the model. Now, people will argue that you need an hour a day for a work-out but these are also the people that are doing nothing at the present moment.

This might apply to young people but as a client gets older, it is a matter of math. You must eat less than your body burns or you will gain weight. Yes, if you are weight training you have a higher metabolism so you can eat more but if you want a balanced body then you must eat right, weight train, and cardio. Also, if you are weight training regularly then your body will require more protein in your diet. Your choices need to be better as we get older. We need a balance of high protein and low carbs in our diet.

All of these exercises (walking lunges, floor exercises, abs, cardio, yoga) can be done by guys, they just generally do not. If a guy wants to appreciate how hard these exercises are then they should try them. Walking lunges will make anybody very sore if they are not careful. Make sure you stay up-to-date with the latest trends for butt exercises, etc. but do not forget about the ones that have worked for decades which is squats and walking lunges. These exercises can be done by anyone on a modified basis. The trapezius muscles start at the neck and run down the shoulders. You can train these muscles by doing shrugs with dumbbells or a bar and high pulls. You need to start these exercises light and work up slowly. The neck region is a very sensitive area that needs to be worked and strengthened. It takes time to build stamina.

The latissimus dorsi muscle can be worked by doing chin ups. Also known as lats, you can do rows, dumbbell rows, and lat pulldowns. This is one of the largest muscle groups on the body that we work regularly. Doing chin ups is not the way to start working the lats. You have to build up to doing them. In most cases, most of your clients will never do chin ups in their work-out because they are very hard on the elbow joints.

Shoulder muscles, which are called deltoids or delts as well, can be worked by doing overhead press with a bar or dumbbells, side or front laterals. The serratus muscles are part of the ab mu

Gluteus maximus muscle is also called the rear end which can be worked by doing squats, lunges, walking lunges, and side lunges. For athletes, these muscles are used in all explosion movements such as running and jumping. These exercises are vital to a female getting the body they want.

Biceps are one of the smallest muscles we regularly train by doing dumbbell curls and bar curls. Biceps are usually worked after back because they back work-out warms up the muscles. After a client gets in shape, they generally do 2-3 sets of 10-12 reps for biceps whereas a more hardcore bicep work-out would be 6-9 sets.

The soleus is part of the calf muscle which can be worked by doing seated calf raises which make your calves wider. In order for calves to be balanced in their look and in their flexibility, you must work the gastroc. The gastroc is the part of the calf that makes it thicker and the soleus which makes the calf look wider.

QUIZ:

27. Bending your knees protects your lower back while exercising.
28. Triceps should always be done last during a push-pull work-out.
29. In order to build a one rep max, you must first build endurance.
30. A college student will still gain the "freshman 15" even if they work-out hard and have a balanced diet.
31. Fast-twitch muscle fibers are smaller than slow-twitch muscle fibers.
32. Biceps, like calves and abs, can take a lot of sets to properly work-out.
33. If a client properly rests between work-outs then they can go heavy every time.

- 34. A client will always gain weight when they start to exercise because muscle weighs more than fat.
- 35. Clients think they are supposed to be sore when they start a new program.
- 36. Fast-twitch muscle fibers recover faster than slow twitch.
- 37. Every new client should be assessed by doing a one rep max and a chin max.

Training men and women

Women can do all of these exercises (squats, bench press, skull crushers, dumbbell row) but usually there are better alternatives for them. For example, skull crushers would be kickbacks for girls. They absolutely can do skull crushers but they are a little harder on the elbows and bench press is usually a guy thing like going heavy when weight training. However, women can do them as well. Bench press takes a lot of time and women want to work more buns and abs. It is very important not to get out of client's time zones. This means that while they are excited they will train to long if you let them. Remember, we are training them for longevity, so if a 45 minute work-out seems to fit their yearlong schedule then stick to it. If you want to add some exercises to a woman's routine that normally men do then add it but add them slowly because it is new to them.

Honestly, this answer came from google but we at World Exercise system feel like the percentage of people who do not exercises is closer to 95%. People are so lost when it comes to exercise. They do not know how to start, what to do, or when to end. There should be a start time and an end time so there is no over-training. Once people start exercising, they will only do what they know how to do. For some people that is running on the treadmill. 1.5% or 24 minutes in a circuit training work-out is all people need; toning their muscles and pumping up their heart rate at the same time. People get in their head that they have to train for hours. However, all they have to be is consistent.

Women do not have the hormones in their body to get bulky muscles. If a female gains weight, then fat, which is bigger than muscle will make them bulky. Women have estrogen in their bodies which does not produce size and strength. Men have testosterone in their bodies which produces bulky muscles. Women should not use this as an excuse to not do weights. You will have to be ready to defend weight training because you will hear this statement regularly. If a woman can get bulky from lifting, then you will be able to tell before you start training her. Women like this have a certain look and body type that can get bulky from lifting. However, there might be a 1.59% of the population of women that have the ability to bulk.

Anyone who can consistently work-out with weights can build muscle mass. If you can lose muscle mass by not exercising then you can gain muscle mass no matter your age by exercising. As our clients get older, their muscle building ability does slow down but it does not stop. if they are consistently doing resistance exercises it will still slow down muscle loss as they get older.

How to balance a diet

Balance in your diet is the key to losing and maintaining the proper weight. You have to find a healthy eating lifestyle for your clients not a fad diet. There are protein drink diets out there that allow you to lose weight quickly but they do not allow you to stabilize your diet. This leads to gaining weight when you eat normal again.

A lot of people have and will lose weight on a fad diet. The problem is you cannot keep the weight off unless you stay on that fad diet forever and most people cannot do that. The other problem is that as you lower your caloric intake, your metabolism will slow down to match your caloric intake. When you start eating again then your metabolism is slower and you gain your weight back that you lost.

You cannot eat whatever you want just because you are exercising regularly. You have to maintain a good nutritional balance in addition to a good work-out. Fatty foods and sugar should be very minimal in you and your client's diet. It is very hard to out-work your diet. It is easier to do when you are younger but when your metabolism slows down; you have to take in fewer calories.

There are a lot of fruits that are very high in sugar. For example, we eat bananas because it is a good source of potassium. However, bananas are very high in sugar and need to be eaten in small amounts. Some other fruits that have high sugar content include avocados and grapes. Some low sugar snacks include blackberries and strawberries. If you are looking for fruit to put in a protein drink for flavor then add some low sugar fruits like blackberries, blueberries, and strawberries.

If your calorie intake is too low your metabolism will slow down to equal your calorie consumption or your body will eat your muscles for fuel. When you start eating again (and you will) your metabolism will be slower because of the body having to eat your muscles for fuel. If a client loses 20 pounds very quickly and they are not lifting weights, they will gain 25 pounds with less muscle this time. Therefore, they are starting the diet roller coaster, so to speak, by gaining and losing muscle and fat. However, if someone is lifting regularly and consuming enough calories then the body will be more stable.

You can overload on protein only but your body will store the amount it does not need and turn it into sugar. However, you do not want your diet to contain too much fat or carbs. The balance you need, if you are exercising regularly, is 50% protein, 30% carbs, and 20% fat. This is a balance you should stay with on a regular basis. If your clients go through periods of weight gain such as the holidays then just get them back on their regular routine and in a couple of weeks their body will stabilize.

Most people skip breakfast for many different reasons. Whether they do not have time or are not hungry, it does not matter the issue. Until your body has food for fuel your metabolism will move slowly. Remember, balance throughout the day is key. Contrary to what some believe, you can eat after 6 p.m. as long as the number of calories is correct for that day. Once again, we need balance in everything we do. You must get the metabolism going as quick as you can every day.

There are certain types of carbs that help you expend energy at a higher and longer output such as whole wheat pasta, rolled, oats, blueberries, and oranges. These are just a few foods that give you energy without the drop. If there is a high energy output needed then you cannot wait until the day of. You have to start at least 2 days before and you also need to make sure you are well hydrated.

If you are properly balanced in your diet and are hydrated then 5 hour energy drinks will not affect you. The people these drinks do affect are people who do not drink enough water and are deficient in their diet. If you are needing energy drinks to function then there needs to be some changes made in your diet and sleeping habits. 5 hour energy drinks should be used sparingly.

Many health issues today can be greatly reduced by a consistent exercise program and a well-balanced diet. Anytime you can increase the blood flow to the heart and increase the oxygen intake, your natural healing hormones in your body will be active. We put way too much emphasis on pills for everything we have ailing us but what we need is exercise to promote healing and good health.

QUIZ:

- 38. Kids should never lock-out their elbows or knees.
- 39. Older clients should not do any exercises that require them to use their balance.
- 40. Five out of ten people work-out in the United States.
- 41. Fad diets work best for new clients.
- 42. Five hour energy drinks are a good source of energy.
- 43. Skipping breakfast is a great way to start your day.
- 44. Pregnant women can train hard if they were previously doing so.
- 45. Calves are very sensitive and should be trained lightly.
- 46. After the age of 40, men and women can lose muscle mass if they do not weight train.
- 47. Trainers should never miss a work-out.
- 48. Women should not weight train if they do not want to bulk.

Training pregnant women and older clients

You want to train a pregnant woman at no more than 70% of their max. You need to monitor their heartrate more closely than normal. As long as you keep an 'at risk' person in their target heart rate then you will be fine. At this rate, they should not be too winded to carry on a conversation while doing cardio.

A pregnant woman should not start a new program during their pregnancy. Unless specified by their doctor, they should continue the same work-out routine. In a few cases, it could be recommended by a doctor for a pregnant woman to start a new program if they are monitored closely. However, in most cases pregnant women should stick to what they have been doing.

A pregnant woman can continue to work abs as long as they were doing them before but be careful with this once they get closer to term. Everything they do should be slow and controlled. The main thing is to watch out for their lower back. If they are doing leg raises they need to keep a good bend in their knees.

As long as a pregnant woman has been exercising regularly, she can continue to do any work-out even if it is hardcore. You never want to make them sore with anything new. They can continue on with their program as long as they are currently exercising. If they have not been doing resistance training then they should only start with walking.

The max heartrate for a 70 year old who is in good shape would be 150. $220-70=150$. Obviously, you do not want them training at 150. However, if you are training them on building their lung capacity and they are in shape then their max would be 150.

When training older clients, you do not have to take into consideration their goals in the first few work-outs. We have protocol that we have to follow with any new client. We only take their goals into consideration once their fitness foundation has been built. We always ask them their goals but we never tell them that we do not consider them in the beginning. When you start a new program, you have to start light and slow. Once you build their fitness foundation then you can start working on their goals.

It is possible for an older client to bench heavy if they are in pretty good shape and they have benched in the past year. If a client has a goal but can only bench 100 pounds then it is not likely that they will be able to build up to 300 pounds. If someone's max bench is 100 pounds then a good goal would be 150 to 175 pounds over the next year or two.

Older clients can do a full body dumbbell work-out. It is very similar to training kids. Their form needs to be perfect and they do not need to lift heavy. There is no reason an older client cannot work-out with dumbbells. If they have problems with their balance then they can do most of their dumbbell work seated.

The max heart rate for fat burning for a 70 year old is 105. $220-70=150$. 70% of 150 is 105. Optimal fat burning for any client is 70% of their max. If we are just starting them out then it may be hard to keep their max under 105. It will be a little higher as they expand their lung capacity. However, you have to monitor this closely when a new client is starting out.

QUIZ ANSWERS:

1. False; a client being sore means you over-trained them.
2. False; you should be confident, well spoken, and be full of solutions.
3. False; if you ask your clients what they want to do then they will only do the exercises they like. You, as the trainer, have to always have a plan ready.
4. False; around 30% of your clients will always be late. Learn who they are and adjust your schedule accordingly.
5. False; anyone who has properly conditioned can do supersets.
6. False; most clients will have to diet and do a lot of ab work in order to get a 6 pack.
7. False; inactivity is the worst thing you can do for a shoulder injury. You have to stay above or below the pain in your movements.
8. Lower body; new clients have to become accustom to blood and oxygen moving to their lower body.
9. False; working out every other day is the best schedule for any client because their body needs recuperation time.
10. The condition of the client matters most in a new client's program.
11. False; One client's light weight may be the other client's heavy weight, so the amount of reps might change but not the weight.
12. False; gaining weight can bulk you up but it's mostly going to be fat if it's done quickly. Muscle bulk takes months and years to build.
13. True; many clients believe that they don't need to gain muscle mass if they have a lot of weight to lose. However, that is exactly what they need to do to change their metabolism.
14. True; tight hamstrings can directly affect the lower back. Always stretch out your hamstrings and strengthen your abs.
15. False; a client should never be sore but if they are then a light work-out on the sore area can help.
16. False; Shoulders can quickly get worse if not immediately rehabbed.
17. False; when the timing is right you can upgrade any client early.
18. True; if you go by what your client feels like doing then most of the time they would do nothing or only do the exercises they like.
19. True; a pulled muscle is inflamed right after it's pulled but the ice will bring down the swelling.
20. False; each work-out gets you ready for your next work-out. If you are pushed to your max then your next work-out will not be your best.
21. True; tendonitis comes from steady pressure over a period of time. A loose grip and not locking out can help prevent it.
22. False; clients are always conditioning for their next work-out.
23. False; a client needs to stretch more as they get in better shape.
24. True; older clients need to stretch their legs and keep movement in them as time goes on, so continuing leg exercises is best.
25. True; nothing can compare to weight lifting.
26. False; you, as a trainer, can never miss a work-out or be out of shape.

27. True; a client should bend their knees while doing standing exercises to relieve any pressure on their lower back.
28. True; triceps are used when doing chest and shoulders are should be done last so they don't burn out too early.
29. True; you can't build strength until you have built some endurance which comes from doing 6-10 reps.
30. False; the 'freshman 15' comes from a person completely changing their lifestyle. Students go from not moving as much to walking all over a college campus and eating more.
31. False; for example, linebackers and running back have more fast-twitch muscle fibers whereas marathon runners have more slow-twitch muscle fibers.
32. False; biceps are one of the smallest muscles that are worked out.
33. False; you can only go heavy about every third work-out in order for every body part to fully recover.
34. False; a client gains weight due to eating too much not because they are weight lifting and gaining more muscle.
35. True; people have been deceived for decades being taught that you need to get sore in the beginning to get it over with in order to get in shape. Being sore equals over-training.
36. False; fast-twitch muscle fibers are more powerful than slow-twitch but they burn out faster and take longer to recover.
37. False; most clients should never do a one rep max for any exercise and chin ups are too hard on the joints.
38. True; be careful when training kids under the age of 18 due to their growth plates. They should never go below 6-8 reps and their form needs to be perfect.
39. False; older clients should be careful when doing balancing exercises but make sure to spot them.
40. False; 1 out of 10 people work-out in the United States.
41. False; a balanced diet and exercise program is what every client needs.
42. False; if you are well hydrated then 5 hour energy drinks will have very little effect.
43. False; a balanced diet and not starving yourself is the key to every healthy lifestyle.
44. True; most of the time, a pregnant woman can continue doing what they were doing before even it was an intense program.
45. False; calves are one of the densest and over used muscles on a human body. However, they need to be worked hard. Calves require a lot of sets but they quickly recover.
46. True; the normal regression of our bodies is to lose muscle mass but continuing to lift weights reverses that.
47. True; as a trainer, your body is your billboard and your billboard should always look good.
48. False; the only way for a woman to bulk up is by gaining weight. Fat is what makes anyone bulky.