

New/green coaches teach them to coach first, teach them how to program and why you're doing it

If you ever get to see [Mark Verstegen](#) coach do it

The 4 P's - Prepare, Practice, Participate, Perform

Visualize the session beforehand - How it will flow? What you will need? Always be 2 steps ahead of the member!

Running a workout is like hosting an event at your house....

Guest list = Attendance (know who's coming in don't be surprised)

Menu/Meal Prep = Equipment set up before the workout

Have enough places to sit, and plates to serve = Logistics

Part of your coaching voice comes from confidence but it can be practice and improve

Clinic use a 6 voice

Personal Training use a 12 inch voice

Group training use a back of the room voice

Active Coaching - Backpack full of sand analogy/story

Rules for a new member who starts in the middle of a training phase with lots of veteran members:

1. Exercise is intimidating. Introduce them to 1 person in the group (not the whole class)
2. Even if the group is on phase 5 start them on phase 1 or 2 treat everyone as a beginner
3. Position yourself so they can always see you or have them stand right next to you
4. Pretend they're in a one on one session - show the group then help the new person
5. Reduce volume so they're not too sore
6. Condition at their own pace the first week
7. End of sessions then you introduce them to everyone

Break down - "Great job tonight everyone. We know you have a choice for your health and fitness. Thank you for choosing us."