

Supporting clients



Unit: Know how to support clients who take part in exercise and physical activity

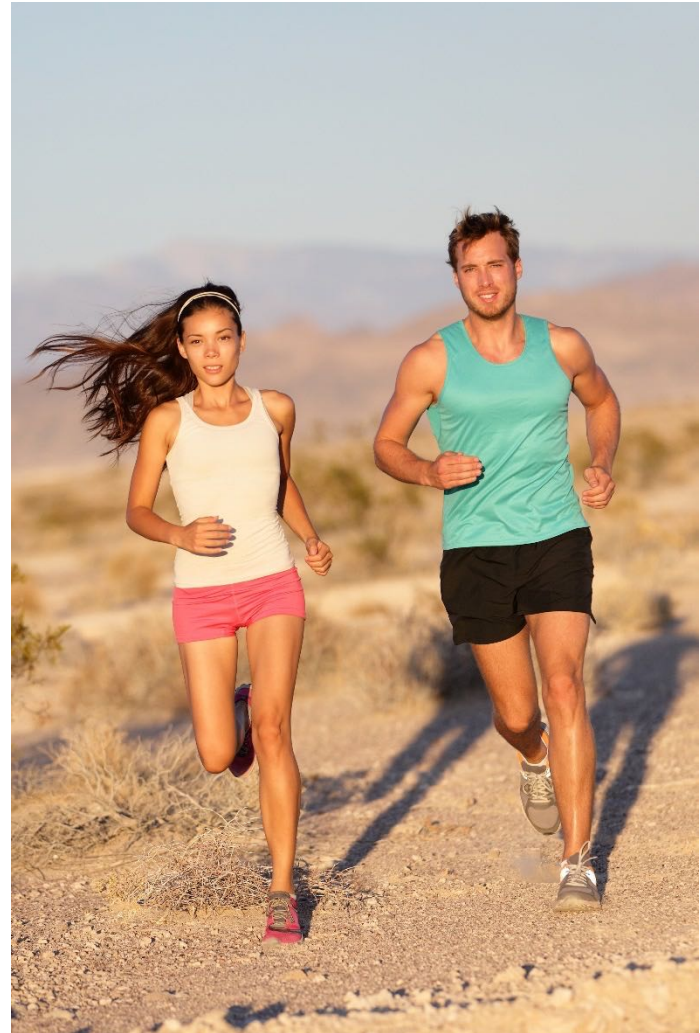
What do you think makes clients start exercise or being more active?



Reasons

Reasons to exercise may include:

- Enjoyment
- Health
- Appearance/weight control
- Social/fashion status
- Rehabilitation
- General fitness
- General wellbeing
- Sport specific fitness



Other reasons



- Persuasion by authority – doctor
- Observation of others - see changes in friends
- Physiological feedback - clothes feel tight
- Feedback from others - a remark overheard or direct statement

Why do clients stop exercising or drop out?

Reasons for dropout

There can be many reasons people dropout from exercise, including

- Boredom
- Lack of fitness gains or improvements
- Poor instruction or lack of support
- Lack of time
- Expense
- Lack of motivation
- A return to old habits i.e. smoking, drinking or unhealthy eating



**Why it is important for a client
to take personal
responsibility for their own
fitness and motivation?**

Why?

- Adherence
- Long term activity
- Sustained behaviour
- Improve health
- Achieve goals, e.g. reason they started exercising

Supporting clients

How can fitness instructors help clients to develop their own strategy for motivation and adherence?



Possible strategies

- Collaborative working
- Show interest
- Listen
- Role model
- Promote benefits
- Set goals
- Goal reviews
- Buddy working
- Rewards and incentives



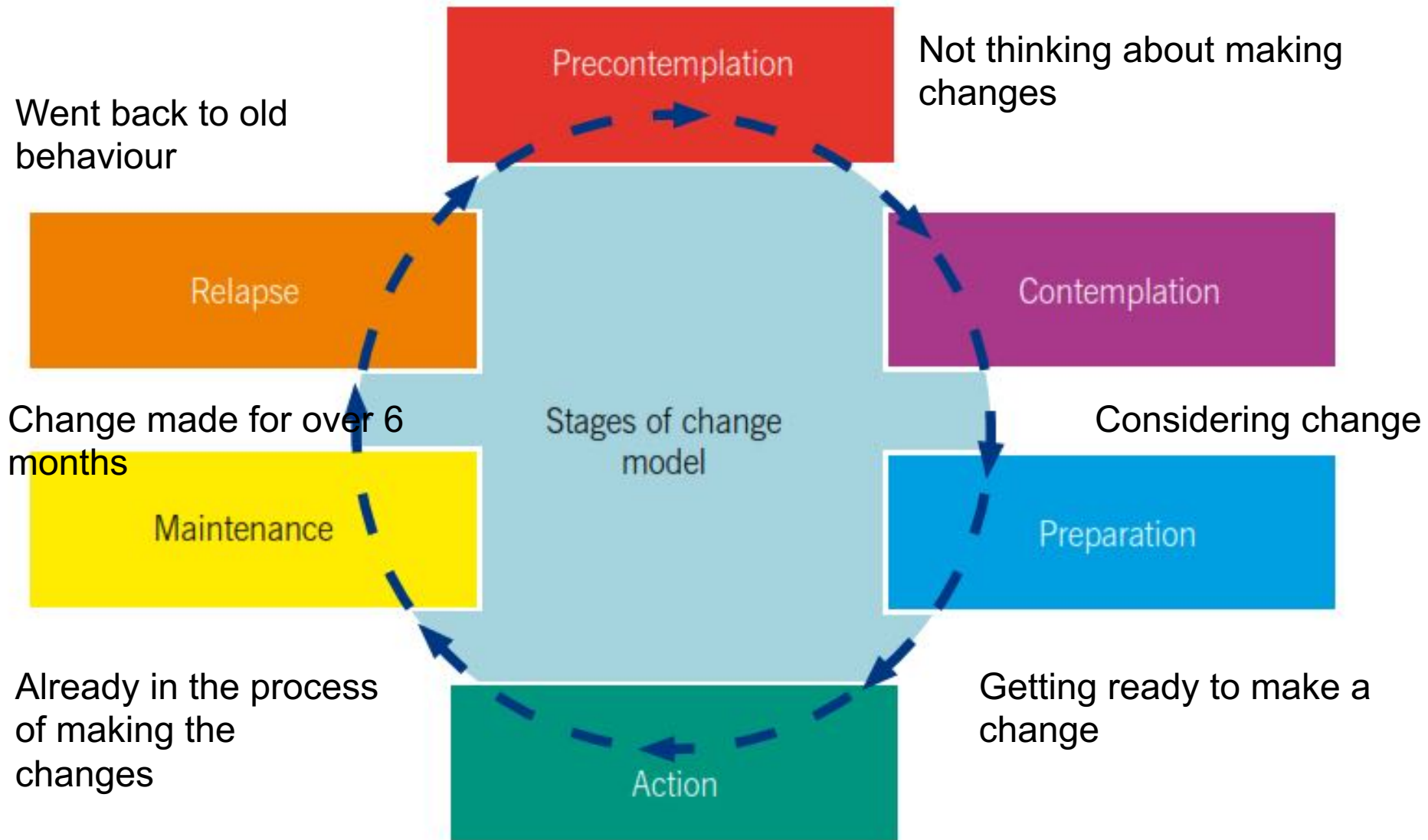
Supporting clients

Think about something you have changed or are considering changing in your life?

Review the stages of change model (see next slide) to see where you are



Stages of change

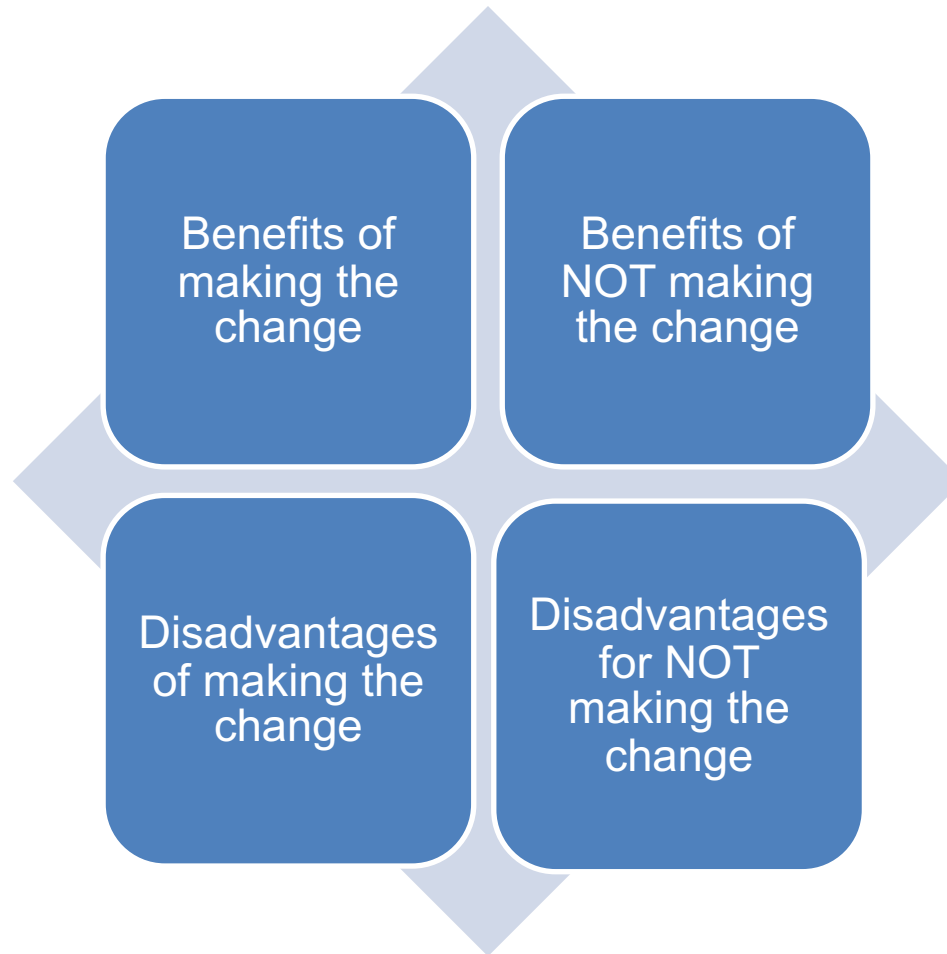


Decisional Balance

When considering change there will be:

Reasons FOR changing (change talk)

Reasons for NOT changing (sustain or stay the same talk)



Change and sustain talk

Change talk

- Reasons FOR making a change
- Positive
- Motivated
- Why they want something
- Benefits seen
- Advantages realised

Sustain talk

- Reasons for NOT making a change
- Staying the same
- Barriers
- Demotivated
- Disadvantages of making changes
- Reasons why they don't want to make a change or think they can't

Think!

How ready do you feel to make your changes?

1 = Not ready

10 = Very ready



Psychological readiness scale

Goal setting

Definition: A goal is what an individual is trying to achieve. It is the object or aim of an action

There are several different types of goals

1. Personal goals
2. Business/career/economic goals
3. Self improvement goals
4. Performance goals
5. Process goals
6. Outcome goals



Goal categories



Long terms goals can be broken down into short and medium terms goals

Goal categories	
Short-term goals	One day to one month.
Medium-term goals	One month to six months
Long-term goals	Six months to over several years.

SMART Goals

When setting goals it is useful to use the following acronym:



- Specific



- Measurable



- Agreed and achievable



- Realistic and relevant



- Time constrained

Goal setting

Consider the things you would like to change.

Create a:

- Long term goal
- Medium term goal
- Short term goal
(something you can do immediately)

Use the SMART formula



Goal setting principles

There are 7 principles associated with effective goal setting:

1. Say what you want not what you want to avoid
2. Make goals challenging and realistic
3. Influence the result directly
4. Measure progress
5. Check resources
6. Count the cost
7. Provide rewards



Goal setting

How and when will you review your goal?

Why is it important to review goals with clients?



Reviewing goals



- Reviewing goals helps to provide accountability and feedback
- Measuring progress can help determine how realistic and effective the original goals were
- Goal review should be factored into a clients' progress
- Goal review allows small adjustments to be made along the way to ensure the most efficient attainment of the objectives