

Lifestyle Design

What is Program Design?

A fully custom fitness program based around the needs, goals of the client with respect to their schedule and access to equipment.

Program Includes

- 1x [Monthly 30m Consult](#) (In Person or via Zoom)(Includes InBody Scan)
- Set 2-3 SMART Goals (Objective and Measurable)
- Weekly Video Message of Plan Summary (Sunday or Monday Morning)
- Reply to 2 workouts per week through coaching app (Scheduled in Advance)
- Unlimited Workouts written per week
- LD At Pittsburgh FIT → Scheduled Coached Floor Time
- 1-2 Lifestyle Habits (Sleep / Socialization / Sun / Non-Exercise Movement)
- 1-2 Nutrition Habits (Water / Chewing / Tracking / Macros / Cals / Density v Quality)

Pricing

(PT / Nutrition are a la carte)

Lifestyle Design

\$299.99/month (6 month contract)

\$349 / month (month to month)

Links and Documents

[Consultation Form](#)

(via Google Forms)

[Client Assessment Form \(PDF\)](#)

(for In-Person Consultations Only)

[Monthly Check In Form](#)

(via Google Form)

STAFF ONLY [Design Client Revenue Tracking](#)

(via Google Sheets)

STAFF ONLY [Lifestyle Design Client Tracking](#)

(via Google Sheets)

Prerequisite

- Advanced Training or Additional Certification
- Completion of On-Boarding by Head of LD

Pricing Structure

- 6 Month Contract \$299
- Month to Month \$349

Coach Responsibilities

- Program 1 Weeks Worth of Workouts by Sunday at 7PM
- 1 Slot of Coached Floor Time per Client per Month

Coach Compensation

- 30% of Revenue Generated
- Establish Rate per Trainer no sooner than establishing a 20-client book

Lifestyle Design

Client Assessment and Sale

Client can be sold on Lifestyle Design through

- No-Sweat Intro (in Person or Virtually) → Ongoing LD Coaching
- PT Assessment (1 Hour) → Ongoing LD Coaching
- Goal Setting Session → Ongoing LD Coaching

After a No-Sweat Intro or Goal Setting Session, the client needs to schedule an LD Assessment

After the Assessment, the program is written and the client will set a follow up appointment

- Lifestyle Design - Monthly Check In (YOUR-NAME)

Client Holds and Cancellations

- There are no holds for Lifestyle Design. Programming will transition based on client's lifestyle and location.
 - *Exceptions around Move/Medical/Military
- Cancellation Requests
 - Send a 3-Way text to Erika Martin 907.322.8861 and the canceling client

Lifestyle Design

****Workouts COMPLETE in TrueCoach for the Week by 7PM Sunday Night****

Client Assessment

24 Hours BEFORE the assessment

1. Send the client an invite to zoom meeting via text or email (If completing remotely)
2. Ask the client to fill out the waiver
 - a. <https://www.pittsburghfit.com/waiver>
 - b. <https://pittsburghfit.triib.com/kiosk/861/quick-waiver/>
3. Create a TrueCoach account for the client
 - a. www.truecoach.co
4. Assign 1 demo (“SAMPLE”) workout for the day of the assessment so you can walk them through how to use it

**The client should communicate with you through TrueCoach exclusively
5. Confirm that the client is assigned to you via UpLaunch
6. Confirm that the client has a Triib profile

During the Assessment

1. Open the assessment form (on a laptop)
 - a. [Consultation Form](#) (via Google Forms)
2. Complete the assessment in order with as much detail as you can
3. Confirm what day of the week you will send a video summary of the week’s plan
4. Confirm the next appointment
 - a. Date and Time
 - b. Should be ~1 month from now for next CONSULT
 - c. Consider 2nd check-in for remote clients in 1st month (only)

After the Assessment

1. Add in Client Goals to TrueCoach

“EX: Goal 1 - 10 Push Ups, Achieved by April 1, 2022”

 - a. Under “Goals” tab on TrueCoach
 - b. In Client Goals Spreadsheet
2. Add Programming in Week 1 (First week to Sunday Complete in 24 Hours)

Programming

1. TrueCoach SOP

Monthly Check in

24 Hours BEFORE the meeting

1. Send the client an invite to zoom meeting via text or email (or schedule in-person meeting)
2. Review Completion Rate for Each client (and record it)
3. Review Primary and Secondary Client Goals
4. Review weights used for workouts
5. Review Client Completion Notes in TrueCoach

During the Check In

1. Open the [Lifestyle Design Client Tracking](#) to review client data
2. Open the [Monthly Check In Form](#)
3. Complete the [Monthly Check In Form](#) with the client
4. Schedule the next appointment
5. Complete the programming

Weekly Video Summary

[REVIEW Content and Videos at Link](#)

| WEIGHT LOSS | GENERAL FITNESS | INCREASE STRENGTH |
|--|---|---|
| <p>The combination of cardio and weightlifting is a recipe for burning fat. I want to see you push yourself on the bike and run to make the most out of the time you are dedicating to yourself today. Keep in mind that you have 60-seconds of rest between efforts, so don't be afraid to move outside of your comfort zone on this one.</p> | <p>Coordination is going to be our challenge today. Will we be able to stay tight and maintain sound technique in a fatigued state? As our heart rate spikes, our ability to focus on the task at hand diminishes. If we can make our last rep look our first, it will be a true testament of our ability to manage complex functions under stress.</p> | <p>When we lift in a fatigued state often, our posture is the first thing to go. Shoulders pull forward and the upper back rounds. Use the hang snatches to build strength in your posterior chain - particularly in your upper back. Maintaining scapular tension during the hang portion of the snatch will help you build muscle and improve your lifts in the future.</p> |

Floor Coaching Responsibilities

1. Build community between LD clients
 - a. Introduce all the athletes, so they know each other
 - b. Give gym announcements
2. Greet Athletes
 - a. Greet each athlete **by name**
3. Check over whiteboards
 - a. Look over each athlete's workout, so that you know what they are doing today
 - b. Focus on A's first, then B's, and so on
4. Ask for questions
 - a. Answer any questions they have before they get started
 - b. Maybe make a suggestion on where they should workout
5. Make at least 2 correction for each athlete
 - a. The coach is there to add value to the open gym time for the LD athletes, so while being a coach on the floor, you should treat this like a class or athletes that are all doing their own workout
 - b. Just like coaching a class, if there are LD clients on the floor, the coach should not leave the space or talk to other athletes
 - c. Recognize the athlete by name during coaching
6. **DO NOT BE ON YOUR PHONE OR COMPUTER**, unless no LD clients attend session
 - a. Again, adding value to the athlete's experience, this is not our time to get ahead on programming or do anything else, but give our attention to the athletes on the floor
 - b. While there are no LD clients on the floor, the coach can program or attend to other admin duties

Operations

1. Athlete workspaces
 - a. 4 available workspaces per shift (2 with squat rack, 2 without)
 - b. White board (Handheld) for each workspace (workout write up)
2. Available coach on the floor
 - a. To assist LD clients with questions on programming and technical help
3. Time slots
 - a. Athletes must sign up for a time slot
 - b. Time slots will be 90 min slots
 - c. 5:00AM-6AM / 10:30AM-11:30AM / 6:00PM-7:00PM Monday Wednesday Friday
 - d. 8:00AM - 9:30 AM Saturday

*As Number of Lifestyle design clients increases, so will the days per week that we offer coached sessions

4. Monthly check-ins with clients
 - a. These can be executed in-person, over the phone, or over Zoom,
 - i. Complete InBody Quarterly for In-Person Clients
 - b. 30 min consult
 - i. Programming
 - ii. Nutrition
 - iii. Lifestyle Update
 - iv. Rapport Building
5. Coach management
 - a. Effectively using Truecoach
 - b. Goals / Focuses for each client
 - c. Providing a client with a full week of programming by 7:00pm on Sunday
 - d. Responding (commenting) to 2+ workouts / week on Truecoach
6. General Expectations
 - a. Client Length of Engagement Exceeds 6 Months
 - b. Client Consistently Meets Goals Set with Coach

Programming Expectations

1. Warm Up programmed in Warm-Up section w/ corresponding videos.
2. Primary Objecting should occupy A's section of the workouts, secondary B's, etc.
3. Movement Logistics should be clearly defined
 - a. Reps, Sets, and Rest Time
4. Weight or RPE should be clearly expressed,
 - a. Percentage/Feel/Intensity/etc.
5. Clients need to be inputting results into TrueCoach consistently
6. If a client is assigned a New/Odd Exercises, this should be addressed by programming coach or the floor coach should be alerted ahead of time via Slack
7. Lifestyle
 - a. 1-2 Lifestyle Habits (Sleep / Socialization / Sun / Non-Exercise Movement)
 - b. Add this into TrueCoach like a regular exercise, so that a client can mark it complete or incomplete, along with adding notes or pictures
8. Nutrition
 - a. 1-2 Nutrition Habits (Water / Chewing / Tracking / Macros / Cals / Density v Quality)
 - b. Add this into TrueCoach like a regular exercise, so that a client can mark it complete or incomplete, along with adding notes or pictures