



OPEX

PRACTICAL TOOLS

**TO IMPROVE YOUR
CLIENT'S COMPLIANCE**

Introduction

One of the biggest challenges our clients face right now as a result of the COVID-19 pandemic is a disruption to daily routine and rhythm. Balancing work, kids, relationships, cooking, and life in general, all from the confines of home, can make it difficult to find time to work out and eat well.

Many coaches are concerned that their client's compliance rates are dropping and that if they aren't in the gym training them, they can't provide value. The reality is the exact opposite. **The value of a coach is so much more than just providing exercise prescriptions, and right now your clients need you more than ever to guide them towards a new rhythm with their exercise, behavior, and nutrition.**

Never has the coach-client consultation been so important. It's through this one-on-one conversation that you can help your client identify priorities and structure their day to make sure their priorities are met.

In this guide you'll learn how to identify client priorities, how to assess their schedule, and how to craft a routine that aligns with what matters most to them. By helping your clients manage their time you'll increase their compliance and in turn your value.

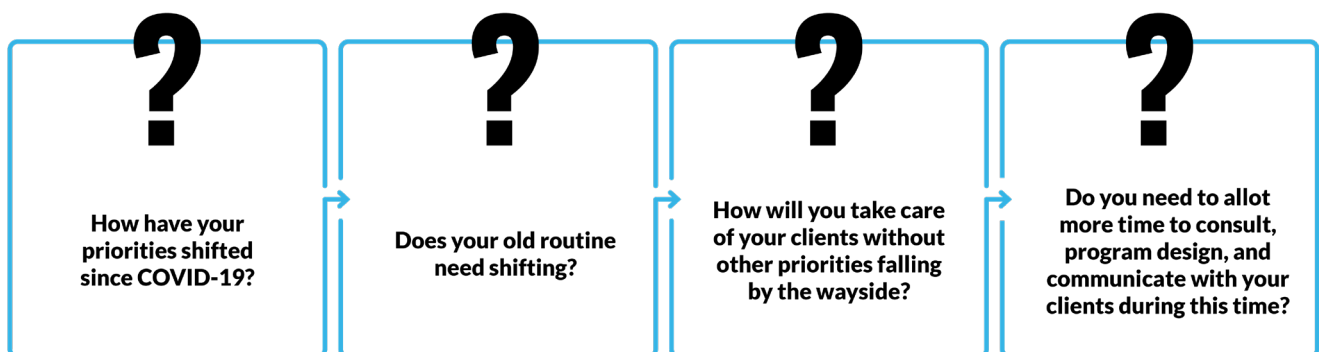
Self-Assessment

Not only has COVID-19 affected your clients, but it has also likely affected you. Below you will find tools to help you coach your clients through setting priorities and establishing daily schedules. Before applying these to clients, it is important to review your routine.

Read through the guide and fill out the Priorities and Schedule worksheets for yourself and then use these tools with your clients.

Consider your priorities and where your clients fit into them.

Some things to consider are:



Identifying Priorities

Before helping your client layout their weekly schedule, it's important to identify the things that are true priorities for them. For busy clients who are time-poor, this will ensure you can help them find space in their day for the things that are truly important to them.

Priorities are in essence your client's "why," but they are not always immediately self-evident.

In this time of crisis, for example, your client may state their priority is to continue to build lean mass, but upon digging deeper, their true priorities may be keeping their job, homeschooling their kids, and maintaining a strong relationship with their spouse.

This is not to suggest that it is wrong to want to improve body composition, rather, to help you align their exercise, behavior, and nutrition with their current priorities and help them understand how to effectively structure their time and resources to what currently matters most.

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Priorities Worksheet

Here is a list of useful questions to help identify priorities.

List 3 answers for each question, then identify the top themes that emerge across the questions.

What is in your personal space?

1. _____
2. _____
3. _____

Where do you spend most of your energy?

1. _____
2. _____
3. _____

Where do you spend most of your time?

1. _____
2. _____
3. _____

Where do you focus the most? Where do you focus your thoughts? Your emotions?

1. _____
2. _____
3. _____

What goals have you set that show signs of coming true?

1. _____
2. _____
3. _____

What do you love talking about to others?

1. _____
2. _____
3. _____

Where are you most organized?

1. _____
2. _____
3. _____

Based on the answers above, **what are the top 3 to 5 answers that emerged?** **These are likely your priorities right now.**

Top Priorities

- 1. _____
- 2. _____
- 3. _____
- 4. _____
- 5. _____

Scheduling a Daily Routine

Now you've identified your client's priorities, you can help them organize their time and find a new daily rhythm that addresses these with the resources they currently have available.

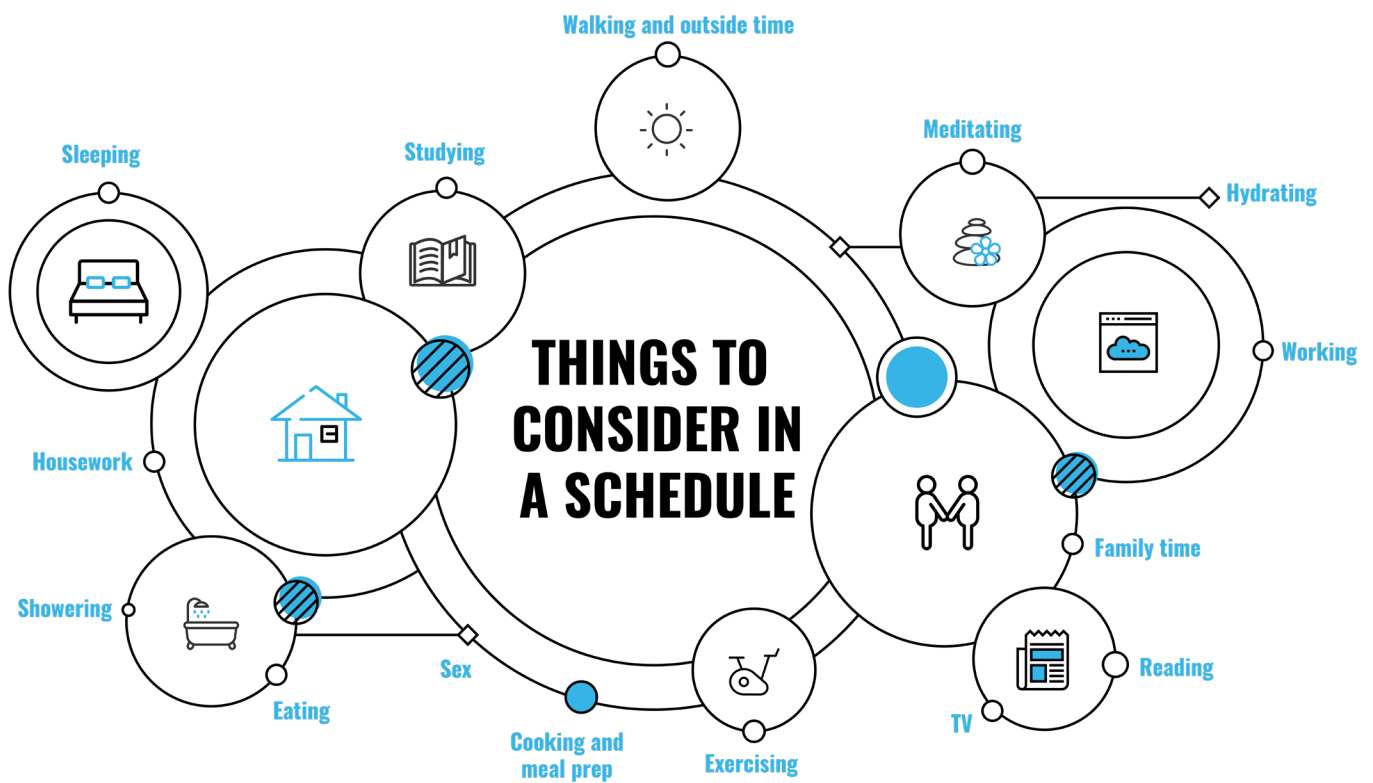
First, provide your client with the attached schedule worksheet and have them write down in as much detail as possible their current weekly routine, including specific times. Have them pencil this in as blocks, leaving space where they are free.

Ensure they complete the worksheet before meeting with them for a consultation, emphasizing it's their current routine, not their ideal routine they are to record.

Example Schedule

5:00-5:30am:	Coffee/Walk/Audible
5:30am-8am:	Work
8:00am-9:00am:	Breakfast w/ family
9:00am-9:30am:	Meetings
9:30am-10:00am:	Home School
10:00am-12:00pm:	Work/Meetings
12:00pm-1:00pm:	Lunch w/ family
1:00pm-1:30pm:	Recess w/ boys
1:30pm-3:00pm:	Work/Meetings
3:00pm-4:00pm:	Exercise
4:00pm-5:00pm:	Emails
5:00pm-6:00pm:	Dinner w/ family
6:00pm-7:30pm:	Outdoor family time (bike ride, sports, etc)
7:30pm-8:00pm:	Bedtime routines
8:00pm-8:45pm:	Netflix w/ wife
9:00pm:	Sleep

Things to consider in a schedule:



Next, review this schedule together during your consultation. (For more details on conducting client consultations remotely, download our guide [How to Remote Coach Successfully](#).)

Refer back to the priorities they identified and compare their schedule to their priorities. Have a conversation on where their routine is working, and where it may be off.

Questions to ask include:

- *What does your ideal day look like?*
- *What morning or bedtime routines do you enjoy?*
- *What time in your day is dedicated to your priorities?*
- *Where is there free time in your routine?*
- *Is there consistency in your sleep, meals, work, movement, and overall daily rhythm?*
- *What are you struggling to fit in?*
- *Where is your time not being used effectively to support your priorities?*

Finally, help them structure a new schedule on another worksheet that reflects their current environment and resources. This may include putting current priorities first thing in the morning, adjusting schedules to align with family members, and choosing to exclude activities that are not currently priorities.

An effective tool to help you implement schedule changes to reflect your client's priorities is the **Ground > Resources > Recipe > Aim framework**.



Ground

The client tells you they want to fit in 45 minutes of exercise in their day and you have identified that exercise is a priority for them

Resources

They need 45 minutes in their schedule dedicated to exercise, along with space, equipment, and support from family

Recipe

Anchor 45 minutes to after their kids eat dinner at 5 pm in their schedule

Aim

Exercise 4 time per week for 45 minutes

You can repeat this framework for each piece that needs to be added to the client's daily routine.

Part of this process may include acknowledging that this routine may not look like their old normal, but is instead designed to reflect their priorities in this moment.

These consultation tools will help you serve your clients and deepen your relationships, even if they're remote for the time being.

Our mission is to help coaches like you recognize that your value extends far beyond writing workouts. With the proper tools and knowledge, you can ensure that's the case.

Start your journey to becoming a professional fitness coach with our free course, [The Coach's Toolkit](#), and access more valuable tools to coach exercise, behavior, and nutrition.




START YOUR FREE COURSE

START COURSE

OPEX

WEEKLY PLANNER

		MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY	
AM	5:00								
	6:00								
	7:00								
	8:00								
	9:00								
	10:00								
	11:00								
	12:00								
	PM	1:00							
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AM		12:00							