



# STRONGER COACH-CLIENT RELATIONSHIPS

*TOOLS & WORKSHEETS FOR THE ART OF FITNESS COACHING*

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**OPEX**

# Introduction

Fitness coaches love to focus on exercise program design as the most important factor for getting results.

Skill progression, tempo, energy systems training...

Training programs grounded in proven principles like these matter, but only if your clients stay consistent and compliant over months and years.

After all, the smartest program isn't worth much if every second workout is missed.

This is why understanding principles of human behavior and developing strong consultation skills are the most underrated elements of fitness coaching.

It's through one-on-one consultations that you can help your clients navigate the challenges of their busy lives, identify their priorities, and support them to find alignment and structure their days so these priorities are met.

Your value as a coach far exceeds the movements and metcons you prescribe. With the tools contained in this guide, you'll be equipped to guide your clients towards alignment and long-term compliance in exercise, lifestyle, and nutrition.

Anyone can string together a training session. Only professional coaches can build the strong relationships that lead to the greatest results and fulfillment for you and your clients.



# Self-Assessment

Before you complete these exercises with your clients, we recommend reviewing your own priorities and routine.

As professional fitness coaches it's essential that we practice what we preach and have experience in what we ask our clients to do.



# Identifying Priorities

Before helping your client layout their weekly schedule, it's important to identify the things that are true priorities for them.

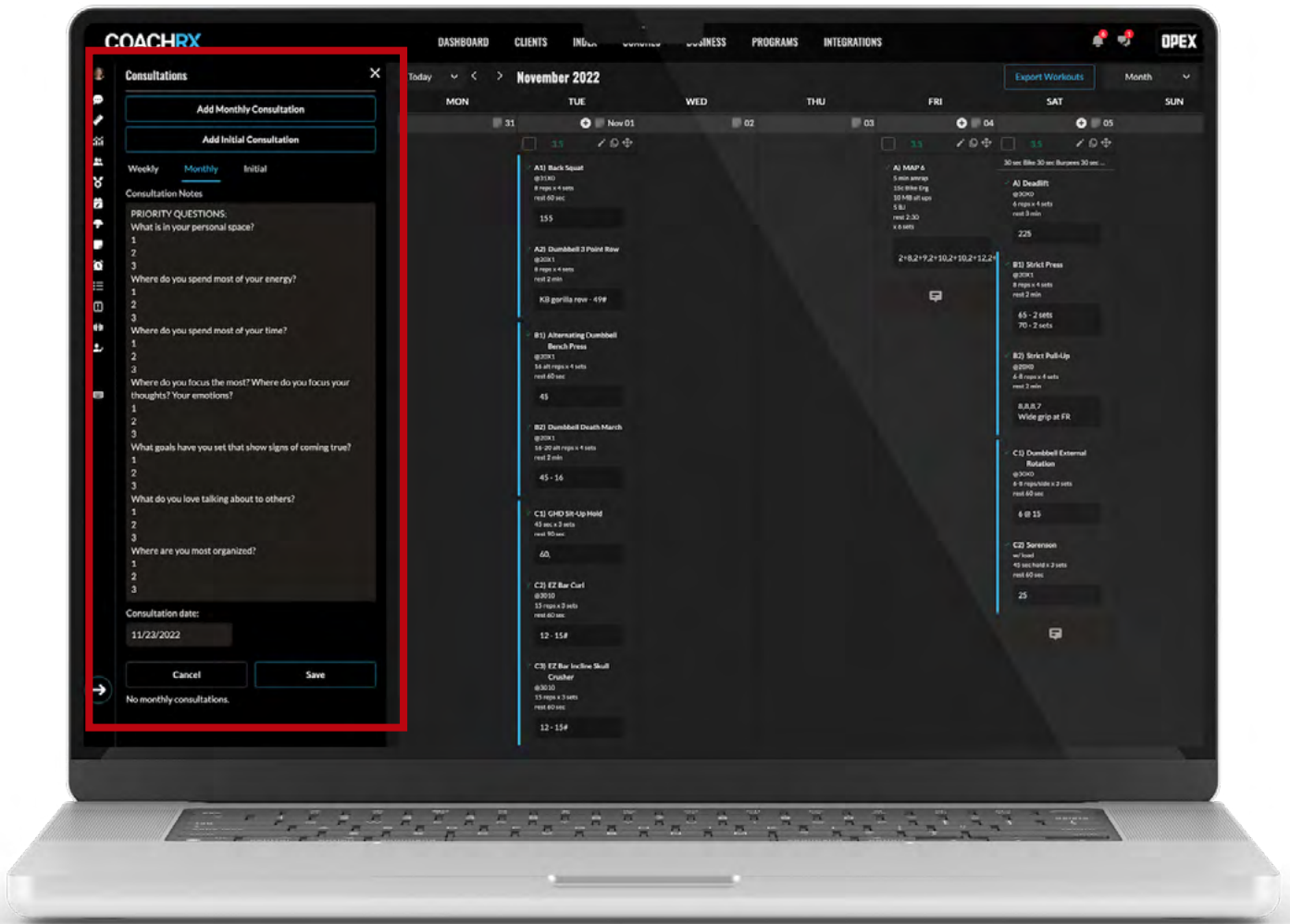
For busy clients who are time-poor, this will ensure you can help them find space in their day for their top priorities.

**Priorities are in essence what your client regards to be most important in their lives.**

By looking at a client's behaviors, you can indirectly see what is important to them.

The priority questions contained in this worksheet are designed to uncover your client's priorities by showing where they spend their time, energy, and focus.

Priorities shift and change over time, so it's recommended that you keep their answers in their [CoachRx](#) consultation notes to reference in the future. You can also upload the completed worksheets to their CoachRx documents for future reference



## Priorities Worksheet

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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 daily rhythm that addresses these with the resources they currently have available.

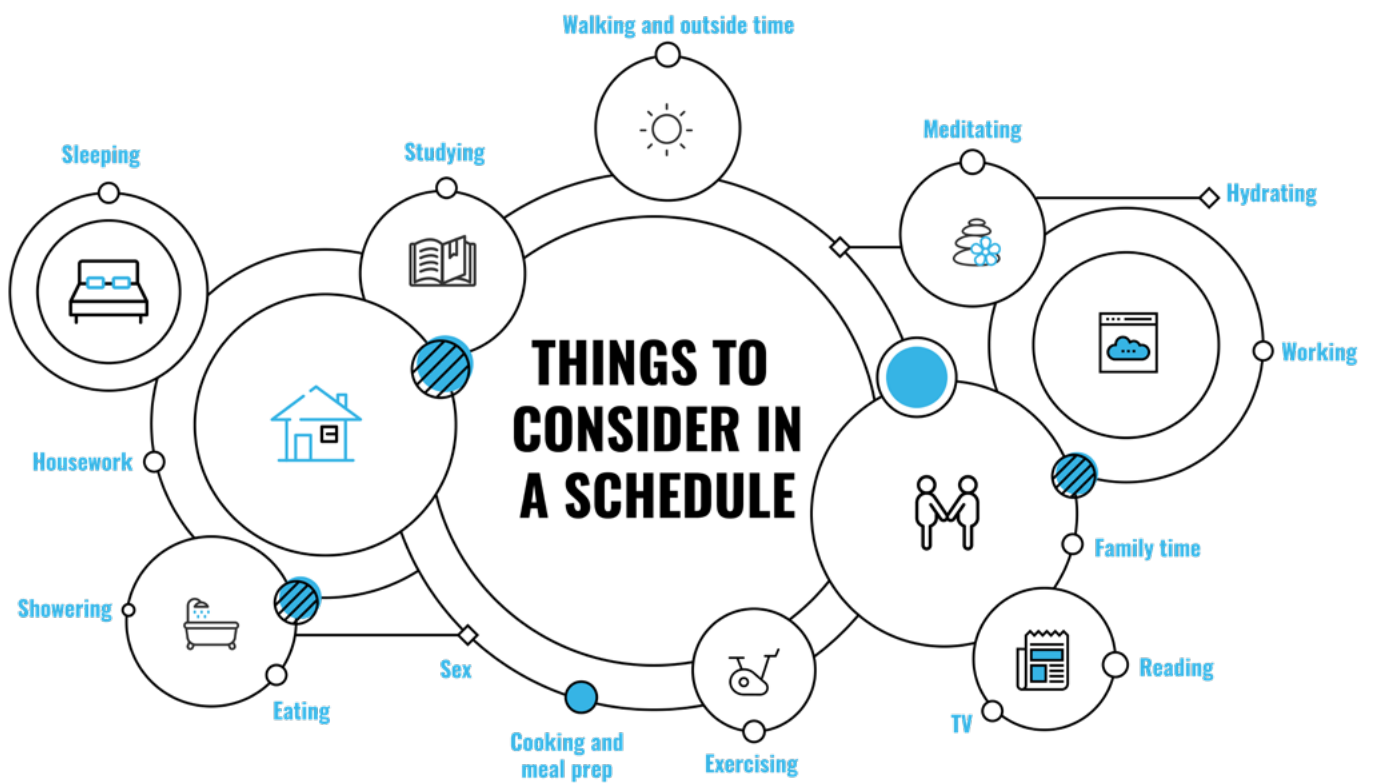
First, provide your client with the attached schedule worksheet and have them write down in as much detail as possible their current weekly routine, including specific times. Have them pencil this in as blocks, leaving space where they are free.

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 times per week for 45 minutes

You can repeat this framework for each piece that needs to be added to the client's daily routine. To ensure your client achieves success and avoids overwhelm, we recommend making incremental changes and focusing on one new addition at a time.

The coach-client relationship is the cornerstone of fitness results and central to our professional coaching systems.

It's the reason why OPEX coaches maintain the highest client retention rates in the industry, at over 96%.

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

In the [OPEX Coaching Certificate Program \(CCP\)](#), you'll learn everything you need to know to design personalized exercise, nutrition, and lifestyle programs for any client, in-person or online.

Most importantly, you'll get hands-on practice with real client case studies and live mentorship, supporting you through the challenges every coach faces and building your confidence in implementation.

We have limited seats left for our next live CCP mentorship group.

Now is the time to secure your spot and stand among the ranks of our next graduating class of fitness professionals.

Click the button below and apply now.

[APPLY NOW](#)



# READY TO BECOME A CCP COACH?

COACHING CERTIFICATE PROGRAM


An OPEX CCP Coach is a trusted fitness advisor and a partner in delivering results to clients. They are leaders on the front lines, making a real difference in the lives of people in their community. Ultimately, what makes OPEX CCP Coaches stand out is their ability to meet their clients where they are at — regardless of age, training history, lifestyle, or goals — and design a comprehensive personalized fitness program.

ARE YOU READY TO BECOME A  
LEADING FITNESS PROFESSIONAL?

LEARN MORE

OPEX CCP

# WEEKLY PLANNER

	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
5:00							
6:00							
7:00							
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AM

PM

AM