

## STEP 1 Exploration questions: **GOAL**

- What are your expectations of the next hour you will spend with me?
- What's one thing I can do or provide that will make today's experience exceptional?
- What outcomes are you looking to experience as a result of your exercise program?
- In what timeframe do you expect to achieve your goal?

### Determining the best PTA Global GOAL:

Gain muscle/tone = **Lean Body Mass**

Weight loss = **Weight Loss**

Improve health, overcome injury = **Wellness**

Improve sport/leisure performance = **Sports Conditioning**

## STEP 4 Motivational interviewing: **MOTIVATION about GOAL**

- Why is this goal most important to you?
- If you don't make these changes and stay the way you are or regress in your health and fitness, how would that affect your life? What consequences could occur?
- When you do successfully reach your goal(s), in what way(s) will your life be different? What benefits are most important to you?
- On a scale of 1-10, how important is it for you to make those changes right now? What would it take to make it a (go one number higher, and one lower)?
  - Do you believe you can make these changes? On a scale of 1-10, how confident are you? What would it take to make it a (one level higher)?
- Are you ready and willing to change at this time?
- In what ways do you believe I can help you?

## STEP 2 Criterion questions: **STYLE**

- Is it more important for you to continually have freedom or feel structured during your workouts?  
Freedom = **Progressive**; Structured = **Traditional**; Both = **Hybrid**
- When you need to reduce stress, do you ideally enjoy activities that are exciting, adventurous and give you a chance to blow off steam or activities that are practical and relaxing?  
Adventurous = **Progressive**; Practical = **Traditional**; Both = **Hybrid**
- Do you enjoy exercise more when it offers more variety or a routine that you can adhere to?  
Variety = **Progressive**; Routine = **Traditional**; Both = **Hybrid**

### Scoring for STYLE

If two out of three preference questions are either Progressive or Traditional, that will become their designated program style. Any other combination is a HYBRID.

*This is just a starting point. Remember to use Kaizen principles on all exercises to ensure the best match.*

## STEP 3 Investigative questions: **LEVEL**

- How regularly do you participate in physical activity and what types?
  - 3-4 times a month = **Lead Off**
  - 2-3 times a week = **Transitional**
  - 4+ times a week = **Go-Ahead**
- Are there any types of exercises/ equipment you particularly enjoy?
- Do you have any hobbies?
- Do you regularly participate in recreational activities?

*This is also a starting point. Remember to use Kaizen principles on all exercises to ensure the best match.*