Resistance Applied Metabolic Prescription

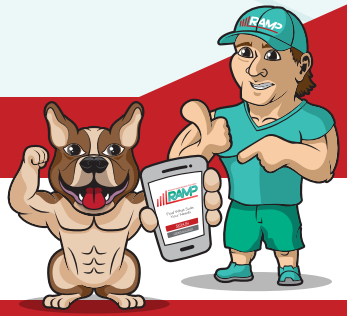
RAMP

THE LAST WORKOUT PROGRAM YOU'LL EVER NEED!

100% Guaranteed Results*

CLUB INSTALLATION & COACHING MANUAL©

JOIN THE RAMP REVOLUTION



Don't settle for generic, unreliable fitness programs.
Take control of your health & transform your life with RAMP today!

*Results guaranteed based on only 3-days per week participation in the program!

GYM Doctor
your health is in your hands

Section One Lead Conversion
Selling RAMP to Clients

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RAMP Vision Statement:

"With RAMP Fitness and Metabolic Prescription, our vision is nothing short of revolutionary – we aspire to transform the fitness industry by offering every individual who joins a gym an unmatched, results-driven program. We firmly believe that signing up a new member marks the commencement of a lasting and enriching customer relationship, not its conclusion. This relationship blossoms through the effectiveness of influence of RAMP, ensuring that each member embarks on a journey toward tangible, enduring, guaranteed results.

With an unwavering dedication to excellence and a relentless pursuit of innovation, RAMP is poised to redefine the fitness landscape. We are committed to enhancing member satisfaction and fulfilling the promise of health and vitality. We invite fitness club operators who share our vision to join us on this exhilarating journey of transformation and empowerment!"

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Lead Conversion

The sales side of your RAMP business is *lead conversion,* where you turn a revenue opportunity (the Prospect who walks through your door) into revenue (a paying Member).

Selling new memberships, however, is not your only revenue opportunity. In the RAMP environment, a revenue opportunity might be adding supplements to a member's program, selling a membership renewal to an existing Member, or discussing RAMP with a Member who wants to "kick it up a notch." Any revenue opportunity should be considered a lead. This means that ***every*** contact (question/concern/ observation) made by a prospect, a new Member, or an existing Member is either a revenue opportunity (membership) or a revenue-enhancing opportunity (retail, metabolism / body composition, personal coaching, etc.). This is a very important point that I hope you will take to heart.

You and your staff need to be focused on sales as a way of providing support to your members. The support comes first, and then the lead (and the lead conversion) grows out of that support. Think of the sale as being the logical conclusion to the support that you provide. For example, suppose you have a member who is not seeing the weight loss they had hoped for. Through your support, through listening and understanding their frustration, you realize a body comp test might be in order. You recognize the revenue opportunity, but your motivation is your concern for the Member. This is essential to lead conversion (more sales) in this business.

Know Your Stuff

An important component of lead conversion for you and your staff is a solid knowledge of what RAMP has to offer. For example, a Member is having trouble losing weight. Your staff should understand the importance of body metrics and be able to speak about it knowledgably. Your staff also needs to know the specific supplements (if applicable) that help with weight loss—what the supplements are and how they work. Your members don't want to hear a sales pitch; they want solutions addressing their specific issues.

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New Prospects

While it is important to recognize and pursue all revenue opportunities that arise with existing Members, you and your staff will also focus your sales efforts on prospects, or potential members. These are the prospects who walk through the door (or call on the phone) and inquire about your services. These are the prospects who are wondering if RAMP is the answer to their needs. Your objective is, simply, to convince them YES IT IS.

How do you do this? By drawing a clear distinction between what you offer and what the competition doesn't offer. By listening to the Prospect—not just what they say, but what they don't say (body language). And by delivering on the promise we make in our advertising.

The following lead-conversion process is a guide to converting Prospects into Members. Although your success depends on how well you implement this process, the specifics of the process should be viewed as a guide only; it is essential that you use your own personality and unique style with each Prospect.

As you speak with Prospects, you will need to have the following handy:

- Sample RAMP Workout Card
- Meal Plan and Shopping Guide
- Membership Prices and Specials

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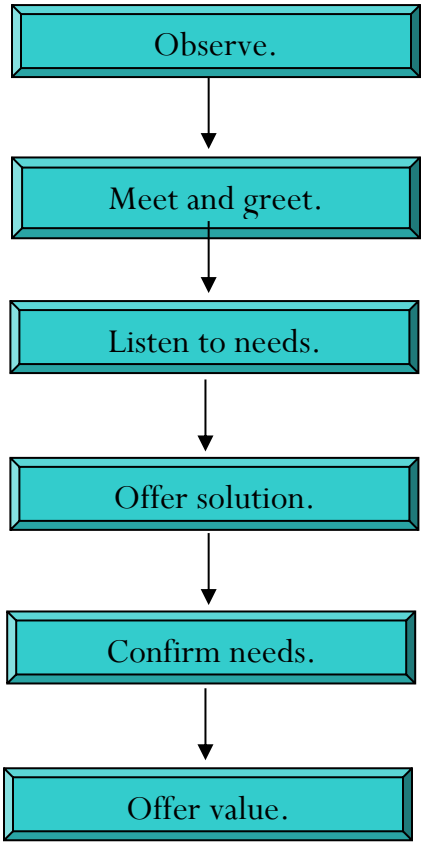
The lead-conversion process is:



1. Observe.
    - Recognize the person walking through the door as a Prospect.
    - Smile. Make eye contact. You want the Prospect to feel they are in the right place from that very first moment.

2. Meet and greet the Prospect.
    - Welcome the Prospect to your club and RAMP and introduce yourself.

3. Listen to the Prospect's needs.
   <u>This is a critical step!</u>
    - Ask the Prospect about their concerns and/or health issues.
    - Ask what programs they have tried in the past.

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- Ask the Prospect what their primary goals are.
- Repeat needs/concerns back to ensure them that you understand.
- Use the 7-Componets Chart to show why they hadn't previously succeeded and why they will with our comprehensive RAMP programming.

4. Offer a solution to the Prospect's needs/concerns.
   Tour the assessment room and explain:
   - Blood pressure and resting heart rate
   - Body weight and body composition

   Explore the fitness area and explain how we determine each member's program.
   - ***Design -*** Member is strength-tested on each machine, sub-max between 2-9 reps.
   - ***Exercise Programming -***Proprietary RAMP technology produces a customized metabolic prescription based on the evaluation. Show the member a sample RAMP Program Card.
   - ***Program Instruction*** -Demonstrate a typical workout (adjust the machines, etc.). Assure Prospect that Members are shown how to use each piece of equipment.

   Explain how you determine each Member's SAMPLE meal plan.
   - Use a sample meal plan to explain the nutrition concept.
   - Show the Prospect the shopping list.

   Show the Prospect any additional amenities:
   - Free weight and stretching area.
   - Personal Coaching Office.
   - Bathrooms and changing areas.
   - Comfortable and non-intimidating environment.

   Be sure to reference the Prospect's specific concerns during the presentation and how they haven't addressed ALL 7-components in their past attempts.

5. Confirm the Prospect's needs.

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- Reiterate the concerns and needs voiced by the Prospect and tie them directly to the services offered (So, you want to lose weight and fit into your mini dress, well we can help you achieve that!).

6. Offer value to the Prospect.
    - Describe the Membership Plan options.
    - Go over the membership coaching options.
    - Ask the Prospect which plan works best.
    - Complete the Prospect sign-up procedure.
    - Schedule a Program Design.
    - Enter the new Member into the club's database.
    - Complete member sign-up process.

Standard Procedure

The following is a typical scenario to help you understand the lead conversion (sales) process and how to apply the six steps.

Step 1: Observe

Your first responsibility is to observe everyone who comes through the door. Identify who they might be—are they a current member, a staff member, or a salesperson? If you see someone you don't recognize and their body language suggests curiosity about the facility, this could be a potential prospect.

At this point, you'll want to do a quick, respectful assessment of the individual. This is not about making judgments—it's about preparing yourself to understand their potential needs and concerns. For instance, do they appear de-conditioned, overweight, or possibly unfamiliar with a fitness environment? Do they seem uncomfortable or hesitant to be here?

In a scenario where, for example, a female prospect enters the gym and is visibly overweight, your task is to observe her behavior. Does she seem curious about the gym's offerings? Is she looking around with specific questions in mind? This initial observation helps you better approach her in a way that makes her feel comfortable, understood, and ready to engage in a conversation about how your facility can help her meet her fitness goals.

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Step 2: Meet and Greet

When a prospect walks through your door, they are responding to some kind of influence. It could be:

- A member recommended your facility.
- They received a direct mail piece.
- They saw an advertisement for RAMP or another service.
- They heard about RAMP through word of mouth.
- They noticed your facility while passing by and decided to check it out.
- They found your business on social media.

The level of interest from the prospect can vary depending on how much they already know about your business. For example, a prospect referred by a family member or friend may already have a strong interest. On the other hand, someone who simply saw an ad or was passing by might be seeking general information.

Regardless of how they discovered your business, your first interaction with the prospect is crucial. A welcoming, friendly approach can set the tone for a successful sale. Always start with a smile, make eye contact, and show genuine interest in the person standing in front of you. This is especially important when dealing with someone who may feel unsure or uncomfortable, especially a de-conditioned individual.

In this scenario, a prospect enters your facility and is visibly unsure about the environment. Your goal is to put them at ease with a warm, friendly greeting:

Example Interaction:

- **You:** "Welcome to (your business)! My name is [Your Name]."
- **Prospect:** "Hi, I'm Linda."
- **You:** "Nice to meet you, Linda. How can I help you today?"
- **Prospect:** "I'm looking for information about how your facility can help me."

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This simple, friendly exchange helps make the prospect feel comfortable and opens the door to a deeper conversation about how RAMP can help them achieve their fitness goals.

Step 3: Listen to Needs

Once you've greeted the prospect, it's time to listen carefully to their specific needs and concerns. For many prospects, their decision to walk into your facility means they're looking for help with their health or fitness goals. In this scenario, Linda came in visibly overweight, but now it's important to get her talking about her goals and challenges.

Example Interaction:

- **You:** "Linda, do you have specific concerns or goals in mind?"
- **Linda (Prospect):** "I want to lose weight! I've tried everything, and I just can't seem to make any progress."
- **You:** "Well, Linda, you've come to the right place. Helping clients lose weight is what (your facility name) is all about! And we offer a supportive and comfortable environment where you can thrive. Many of our members face similar challenges, and we're here to help. If you have just a few minutes, I'd love to explain more about how RAMP can assist you."
- **Linda (Prospect):** "Sure, I'd like that."
- **You:** "Great! Would you care to have a seat?"

Not all prospects will have the same health concerns as Linda. Some may be looking to improve their general fitness or get into better shape, and you will need to adapt your questions accordingly.

Example Interaction with a Fit Prospect:

- **Prospect:** "I'm looking for more information about (your facility)."
- **You:** "That's great! Are you looking for general fitness, or do you have any specific goals in mind?"
- **Prospect:** "I'm just looking to get into better shape."

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- **You:** "Perfect! Helping active clients become even more fit is one of the reasons we offer RAMP. If you have a few minutes, I'd love to explain more about how we do that."
- **Prospect:** "Sure, that sounds good."
- **You:** "Super. Let's have a seat."

In both situations, the objective is the same: to listen carefully to the prospect's concerns and get them to agree to a more in-depth conversation and a tour of the facility.

Handling Objections and Prequalifying Questions

Throughout your interactions, some prospects may present common objections, such as needing to ask their significant other or wanting to think about it. To overcome these objections, it's helpful to ask a few prequalifying questions upfront:

- **Question:** Do you have a supportive partner who encourages you in your fitness journey? By asking this question first the prospect cannot use the response below.
- **Objection:** "I need to check with my significant other first."

- **Question:** How long have you been thinking about making a change to your health and fitness? By asking this question first the prospect cannot use the response below.
- **Objection:** "I need to think about it."

By addressing these concerns early, you reduce the likelihood of them becoming roadblocks later in the conversation.

The Interview

The interview is a critical part of Step 3. This is where you truly listen to the prospect's needs. Start by asking about their specific health

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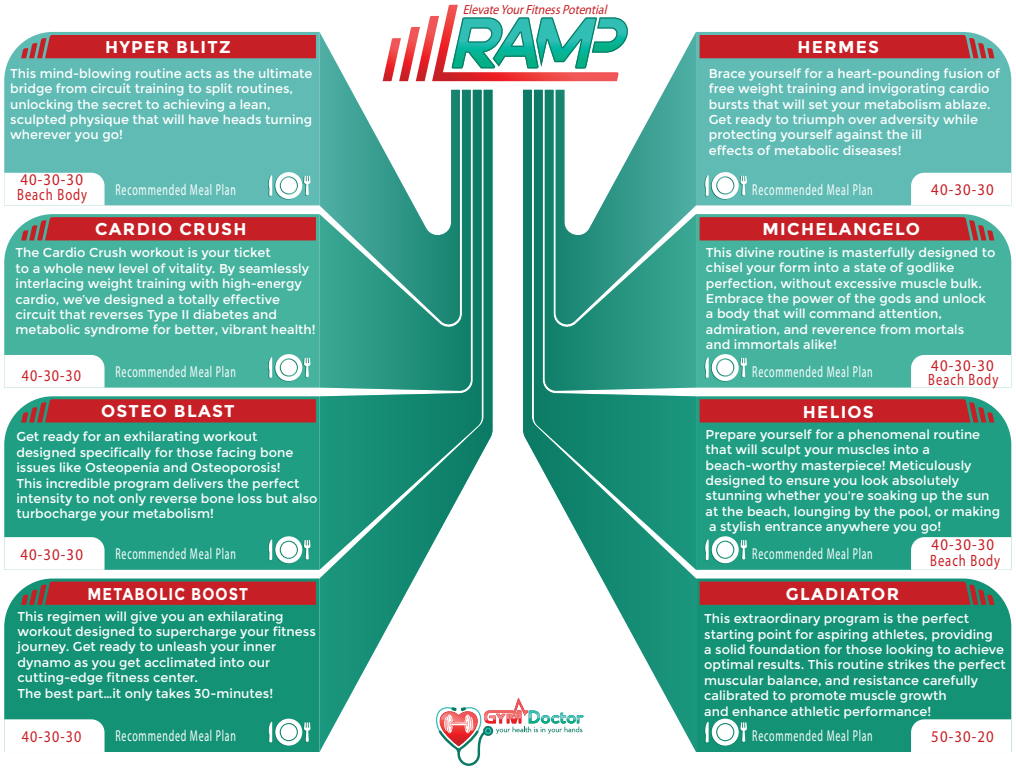
issues and fitness goals. Pay close attention—this is your opportunity to gather valuable information about how RAMP can benefit them.

For example, while observing Linda, you may have noticed that she is overweight. But by listening, you learn that she has struggled with her weight her entire life and now suffers from knee pain and diabetes. This deeper understanding helps you tailor your response to her needs, suggesting that she start with the "Metabolic Boost" and work her way up through other RAMP programs like "Osteo Blast" or "Cardio Crush."

On the other hand, you may have prospects with less serious concerns, like wanting to look great for a wedding or a reunion. Be prepared to address all types of goals—whether serious or lighthearted—and build a connection through genuine conversation.

Having This Menu In Your Hand Aids Visually



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Building Trust Through Small Talk

Don't forget to engage in small talk to build rapport with the prospect. Simple questions like "Do you live nearby?" or "What do you do for fun?" can help break the ice and make the prospect feel more comfortable. Building trust and establishing a relationship is key to making them feel confident about choosing RAMP.

Step 4: Offer a Solution

Once you've thoroughly listened to the prospect's needs, it's time to present a solution that will guide them toward success. In this step, your goal is to create a clear roadmap in the prospect's mind, showing how RAMP can help them achieve their specific goals. Whether they are a bride-to-be aiming to lose 15 pounds or a middle-aged professional who hasn't exercised in years, your focus should be on how RAMP is tailored to meet their individual needs.

In Linda's case, she has expressed that her primary goal is to lose weight. Begin by taking her to the Assessment Room and introduce her to the exercise options available through RAMP. Show her the various choices she can make and ask her about the programs she has tried in the past.

Once she shares what she has done previously, use the **7-Components of Success** chart to explain why other programs may have fallen short. Highlight that to achieve lasting results, all the components of success need to be addressed—something most programs fail to do. Emphasize that RAMP is different because it integrates every necessary component to optimize health and results.

By showing Linda that RAMP covers all these bases, you're demonstrating it offers the comprehensive solution she's been searching for, ensuring this time her journey will be different—and successful.

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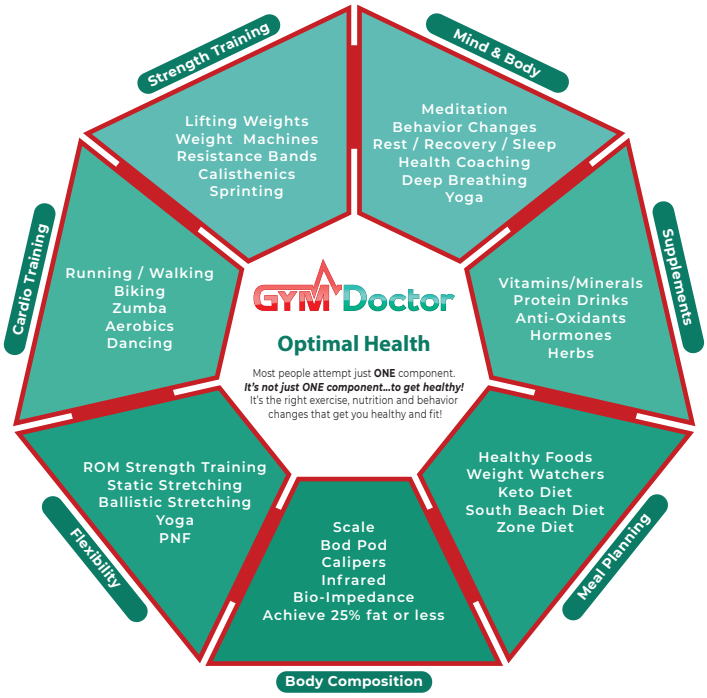
The 7 Key Components To Overall Health & Wellness



RAMP: "We start by assessing your current physical condition. We'll take measurements that we track over time to show your progress. This includes taking your blood pressure, resting heart rate, body composition, and (O2 saturation optional)."

As you explain this to Linda, observe her body language. If she seems uncomfortable, quickly reassure her.

RAMP: "Don't worry—this is all done in private, and it's an important part of the process. We need a starting point so we can measure your abilities and track your results as you progress. It's how we make sure you're successful."

If you suspect the prospect has a body composition of 30% fat or higher, it's a good time to mention additional coaching that may aid the process, if applicable. Since Linda falls into this category, you could add:

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RAMP: "This body composition test also helps us choose the right program for you, so you can reach your goals as efficiently as possible. Do you have any questions so far?"

Now, lead Linda to the workout area. Hold a sample RAMP workout plan (a printed version) and explain that each member receives their own customized program to guide their workouts.

RAMP: "After we measure your basic vitals, we assess your fitness level. This is essential because we tailor your workout program to your specific needs."

Show Linda the **RAMP Program Card** and explain:

RAMP: "This card outlines your entire workout, which is designed to be done three times a week."

Linda: "Three times a week? That's it? I don't need to come every day?"

RAMP: "Exactly. Our program is highly effective with just three workouts per week. It's all about quality, not quantity."

At this point, it's important that Linda understands how the program works. Walk her through a couple of exercises, explaining how the weights, reps, and sets are laid out in the program. Also, highlight it's updated every 8-weeks and aimed at continuous providing improvement.

While touring the workout area, encourage Linda to try some of the equipment herself. This helps familiarize her with the machines and takes away any intimidation she might feel. Since Linda seems a bit hesitant, show her how to set up a couple of machines, demonstrate the exercises, and then let her give it a try. This not only helps her feel comfortable using the equipment but also empowers her to teach others, creating a sense of community and support within your facility.

Let Linda know that each workout session typically lasts 35-45 minutes. Afterward, take her to the **Cardio Area**, explain how to use

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a couple of cardio machines, and point out the recommended heart rate for her using the sample program.

RAMP: "So, Linda, how are you feeling about everything so far?"

Listen carefully to her response and address any comments or concerns she might have. Then, segue into the topic of **Sample Meal Plans**.

Linda: "I can't believe I'll get my own personalized program. I've always been confused by gyms that treat everyone the same."

RAMP: "Exactly! That's why we create personalized plans for every member. We understand that no two clients are the same, and this extends to our sample meal plans as well, which are tailored to specific caloric needs. Let me show you."

Present Linda with one of the meal plan samples, and briefly explain how low-glycemic foods help the body produce less insulin, a hormone that encourages fat storage. Emphasize how these foods promote the burning of carbohydrates, rather than storing them as body fat.

Allow Linda time to review the sample meal plan, and point out features like the shopping list, designed to make her journey to better health easier.

RAMP: "Weight training, cardio, and proper nutrition are crucial to boosting metabolism and burning fat. Do you have any questions before we move on?"

Finally, take Linda to the **Free Weight/Functional Area** and let her know she can use these areas at any time. Point out the **Stretching Area**, where members can cool down after each session, and highlight the convenience of the changing areas.

Step 5: Confirm Needs

During the tour, your main focus should be on confirming the prospect's specific needs and showing how RAMP can meet them. Pay close attention to their reactions, comments, and questions.

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Anticipate what is most important to them and reflect their needs back to ensure they feel heard and understood. In Linda's case, her main concern is weight loss, so your tour should have focused on how RAMP's program can help her achieve that goal.

Once the tour of the exercise areas is complete, point out where everything is located, then guide Linda back to your membership office. By this point, most prospects are ready to discuss pricing. Since Linda seems very interested in joining, you can confidently say:

RAMP: "Let me show you our affordable pricing options."

Step 6: Offer Value

Now that Linda is ready to learn about the value RAMP offers, take out your **Price Plan Display** and allow her to review the different options available. Make sure to explain the differences between the plans (note that fees and options may vary). (Sample Below)

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RAMP: "We have two month-to-month plans. One includes a one-year agreement with a programming fee and a lower monthly rate. If you prefer not to sign an agreement, you can opt for a month-to-month plan with a slightly higher fee."

Then explain the **Pre-Paid Membership Plan**:

RAMP: "With our pre-paid membership, you can pay for the entire year upfront."

Give Linda a moment to review the options. Once you sense she's ready, suggest the plan you believe will best meet her needs and ask:

RAMP: "Which option works best for you?"

At this stage, most prospects who have made it this far will choose to a plan and join. When Linda selects her membership option, sit down with her to fill out the necessary membership forms. If she has any concerns, take the time to explain the plans again to ensure she feels confident in her decision.

If prospect does not close, ask to get their contact information, and add it to your client database for later use.

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Section 2 Client Fulfillment

Designing a Metabolic Prescription

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Client Fulfillment

Embracing Excellence: The RAMP Metabolic Fitness System Sets a New Standard in Client Fulfillment

In the world of fitness, promises are often made—but with RAMP, we deliver on them and go beyond. Our commitment to the health and well-being of our members sets us apart from conventional fitness centers. RAMP isn't just about meeting expectations; it's about exceeding them by providing continuous metabolic training and unparalleled support that redefines the fitness experience.

How Do We Achieve Excellence?

What transforms a new client into a loyal, long-term member? A member who not only stays but actively chooses to renew year after year.

With RAMP, a long-term member isn't just someone who pays their dues—they're an advocate who believes in our philosophy and shares their success with others. This transformation comes from our unique approach to Client Fulfillment aka Customer Service:

- **Delivering Tangible Results:** Members see measurable progress that keeps them motivated and engaged.
- **Building Lasting Relationships:** We go beyond membership sales, focusing on cultivating meaningful connections with members, their friends, and their families.

—

The RAMP Difference

Compare the typical health club scenario—where memberships often go unused—with the RAMP experience:

- RAMP members don't just renew; they invest further in their health by adding training and coaching sessions.

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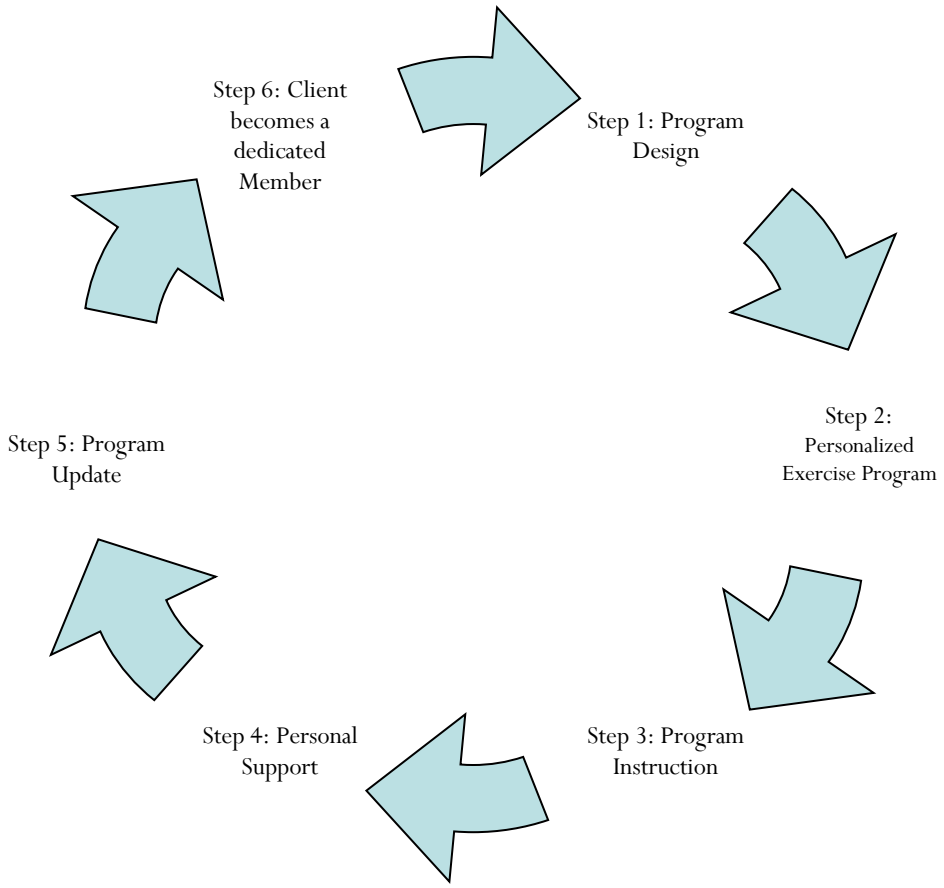
- Our system focuses on consistent engagement, ensuring members are supported every step of the way.

Our Vision for Client Fulfillment

RAMP's, client fulfillment is more than satisfaction; it's about creating advocates who trust in our system and share their journey with others. This is what sets RAMP apart—delivering results and building a community that thrives together.

Below is a diagram that outlines our client fulfillment process.



When you put it all together, excelling in all of these areas, we achieve a high degree of client retention, satisfaction, and profitability.

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This process repeats itself over and over again in the same fashion for each and every client. This is how we create a scalable way to duplicate a fitness process multiple times and always get the same result.

THE FITNESS BIG MAC!

Introduction to Designing a RAMP Program

Designing a RAMP (Resistance Applied Metabolic Prescription) program is a science-based process that tailors fitness and metabolic training to meet the unique needs and goals of each client. The program combines individualized exercise prescriptions with progressive tracking to ensure measurable results.

As a Health Coach or Metabolic Technician, your role is to assess the client's current fitness level, create a customized program based on their goals, and provide ongoing guidance. From gathering initial health metrics to integrating strength assessments and crafting a structured plan, the RAMP system ensures every client receives a safe, effective, and personalized experience.

This step-by-step process not only maximizes the client's results but also strengthens their confidence in the program, setting the foundation for long-term success. Let's explore how to design a RAMP program that delivers results and keeps clients engaged.

It all starts with measuring the current fitness capacity of the member, this process is called Program Design.

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Program Design

Steps for Creating a RAMP Program

Step 1: Meet and Greet the Member

1. **Preparation Before the Appointment**

    - Review the member's health history and objectives if available, especially for new members.
    - Note the member's name and any specific health concerns to be well-prepared for their arrival.

2. **Greeting the Member**

    - Welcome the member by name when they arrive.
    - Direct them to designated changing areas and/or restrooms if needed.

3. **Escorting to the Program Design Office**

    - Lead the member to the Program Design Office, ensuring a warm and reassuring demeanor.
    - Remember, this step can feel overwhelming to those new to fitness programs. Take time to comfort and reassure them about the process.

Step 2: Create or Update the User Profile

- Utilize the RAMP technology to either:

    - **Create a New Profile** for a first-time member.
    - **Search and Update an Existing Profile** for returning members using the search functionality within the system.
    - **Note:** Members are added only once to the RAMP database.

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Tips for Success

- Personalize the experience by showing genuine interest in the member's health goals.
- Maintain a professional but approachable tone to make members feel comfortable and supported.
- Ensure all data is accurately entered into the system to maximize the effectiveness of the RAMP program.

This process ensures a seamless experience for the member and lays the foundation for effective fitness and health outcomes.

Below is a simplified step-by-step process for creating and / or updating a member's RAMP program. All instructions for each screen are written below the graphics.

Step One: Tap on the **Padlock** icon and enter your assigned username and password. Tap
OK.

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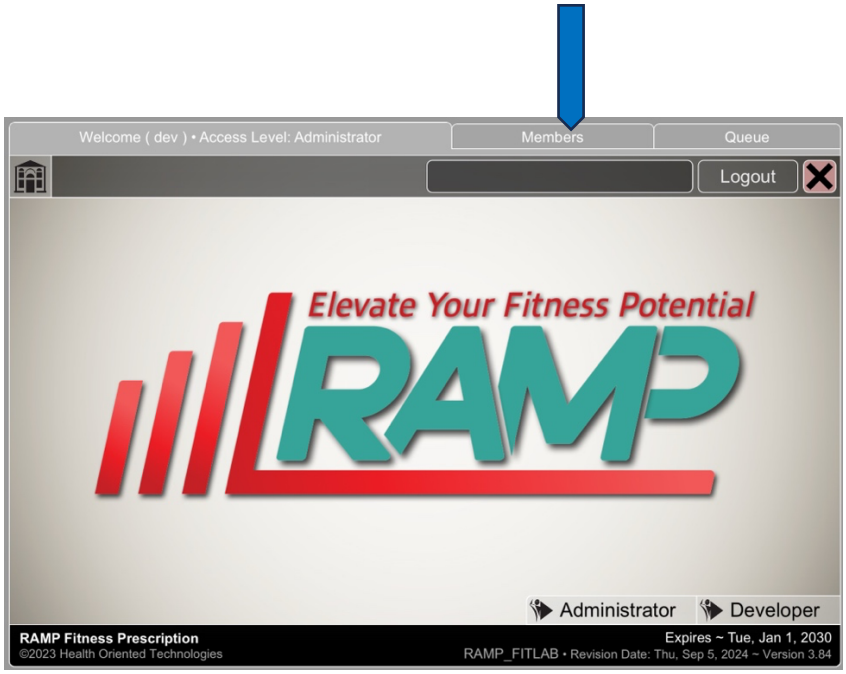
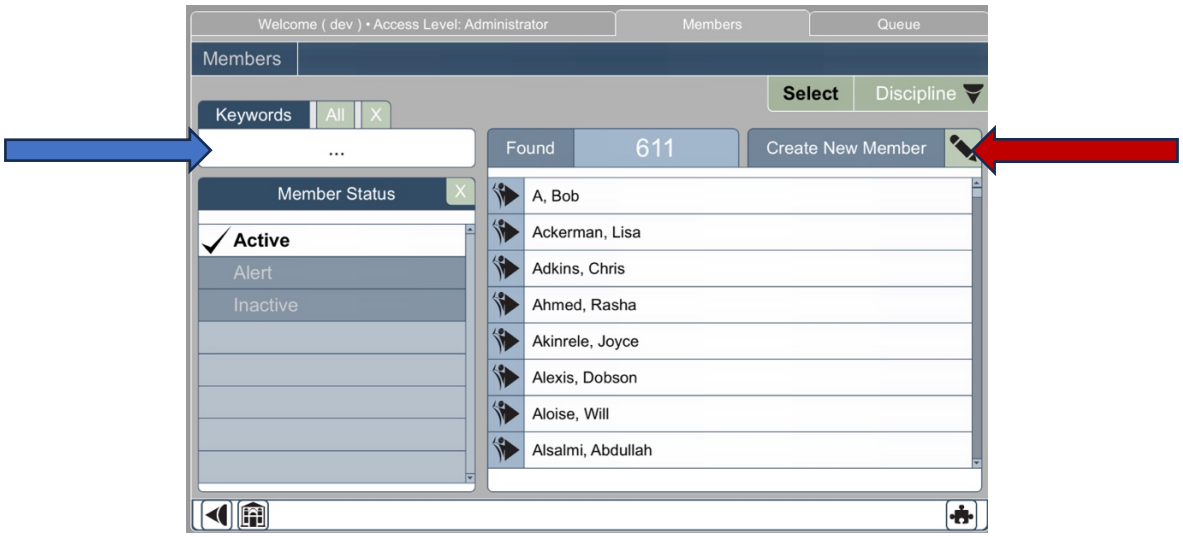


Step Two: Tap on the **Members** tab at the top center of the screen (BLUE arrow).



Step Three: Adding or Updating a Member

1. **Entering a New Member:**
   - To add a new member (this is a one-time process only), tap on the **Pencil** icon located next to the **Red Arrow**.
2. **Updating a new workout for an Existing Member:**
   - Begin typing the member's last name into the **Keywords Field** (indicated by the **Blue Arrow**).

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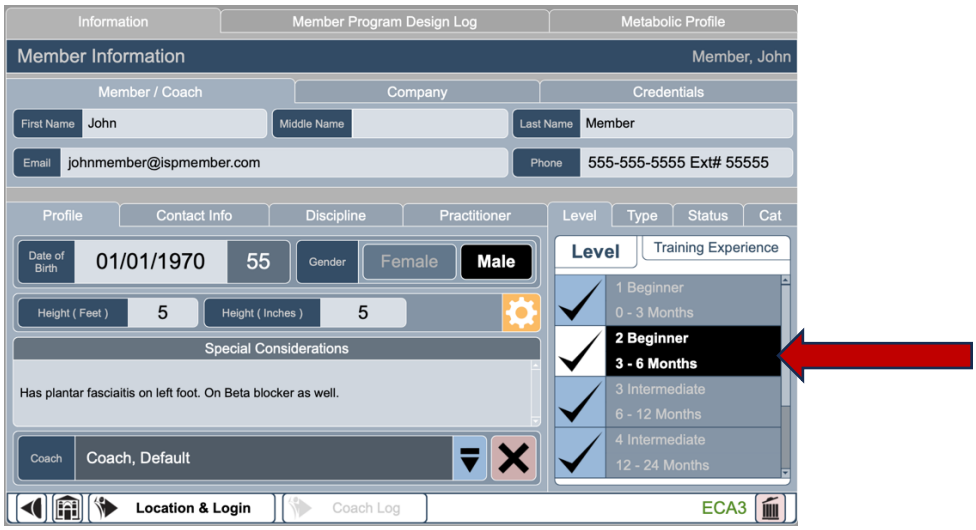
- As you type, a list of matching names will appear on the right-hand side of the screen.
- Once you locate the member's name, tap on the **Arrow** icon next to their name to proceed.



Step Four: Member Information Entry

1. **Mandatory Fields:**
   Enter the following information for the member:
   - **First Name**
   - **Last Name**
   - **Email Address**
   - **Date of Birth**
   - **Gender**
   - **Height**

Note: While the above fields are mandatory, you may enter additional data if desired.

2. **Level Selection (RED arrow previous graphic):**
   - This determines the **Rate of Progression** the member will experience while training.
   - Progression depends on the member's training history:
     - **Beginner:** Rapid gains.
     - **Intermediate:** Moderate gains.
     - **Experienced:** Slower gains.

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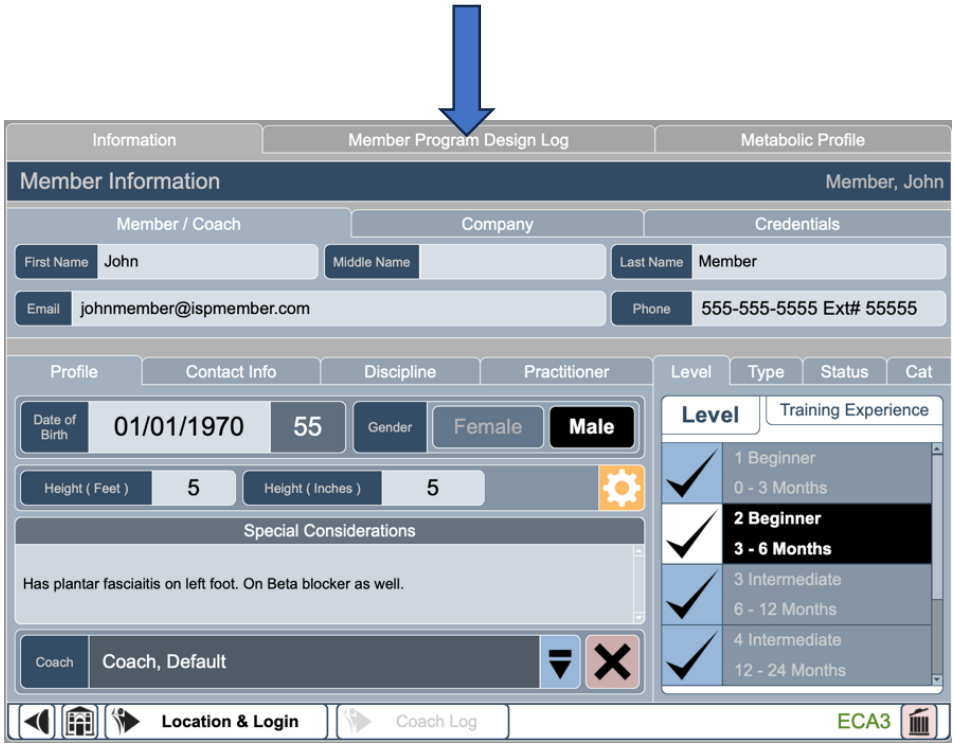
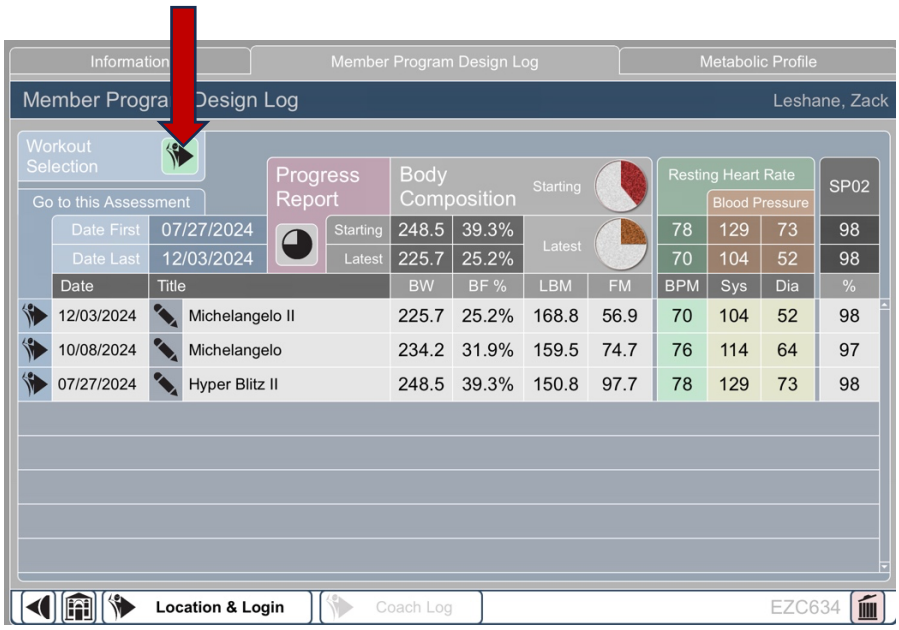
- Select the level that best matches how consistently the member has been engaged in weight training (YES you read that correctly).
- Next, tap on the "Member Program Design Log" tab at top middle of screen (Blue Arrow.





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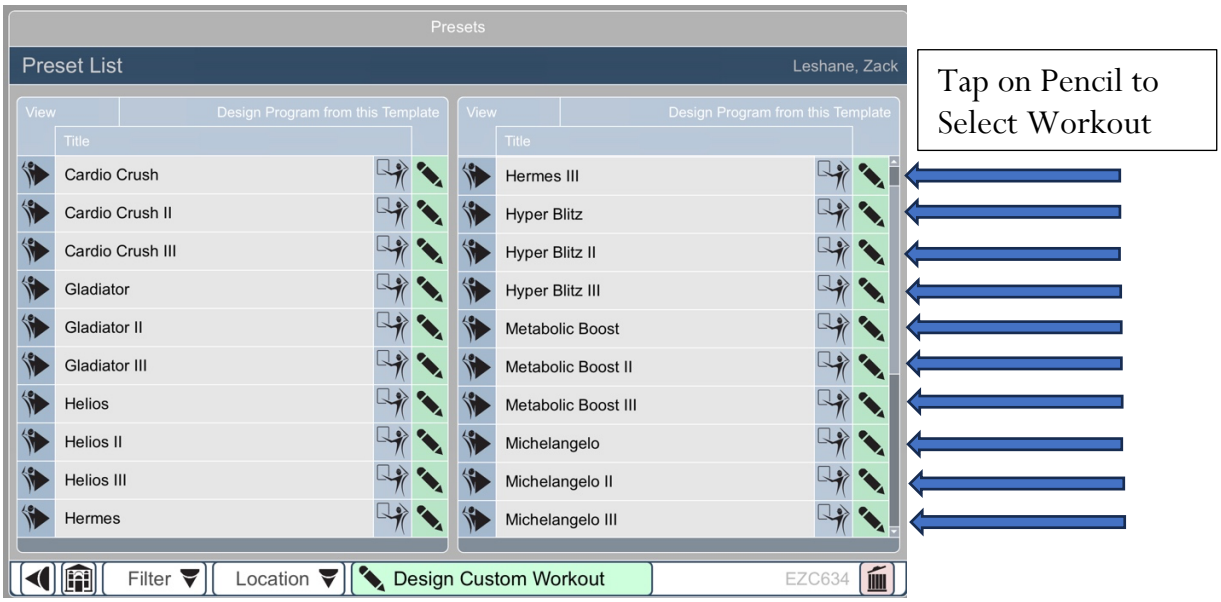
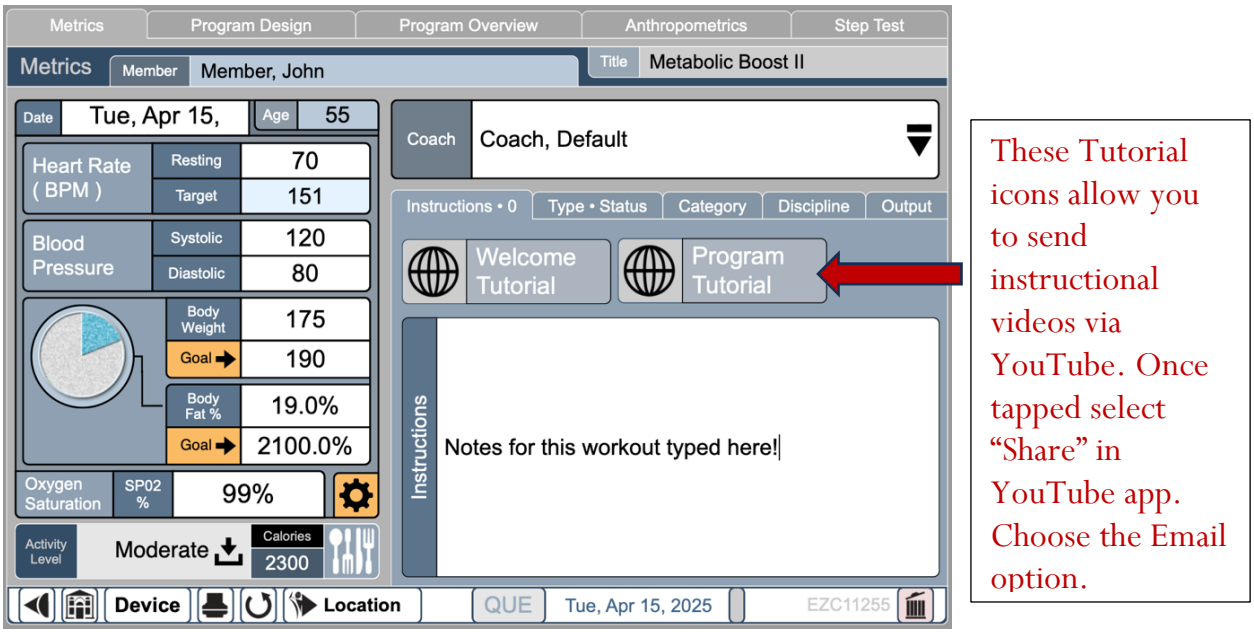
Step Five: Next, tap on **Workout Selection** icon (RED arrow).



Step Six: Select the appropriate workout for the Member by tapping the **Pencil** icon **AFTER** the name of the RAMP workout plan (See Blue arrows).



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Step Seven: Enter the Member's:

- Resting Heart Rate
- Systolic / Diastolic Blood Pressure (Optional)
- Body Weight
- Body Weight Goal (should be no more than 20lbs per 8-week cycle)
- Body Fat Percent
- Body Fat Percent Goal (should be 3-4% per 8-week cycle)
- SPO2 (Optional).

Activity Level Selection:

Choose the member's current activity level by tapping on the icon to align with their daily exercise activity:

- **Low:** Only performs Activities of Daily Living (ADL's).
- **Moderate:** Weight trains 2-3 times per week.
- **High:** Weight trains 4-5 times per week.
- **Very Active:** Weight trains 6+ times per week.

Choosing Sample Meal Plan:

Tap on the icon. Select any one of the SAMPLE meal plans highlighted in GREEN by tapping on the Globe (see below).

Meal Plans

Go to Meal Plan	Calorie Range	
Title	Low	Low
40-30-30 / 1300	900	1350
Beach Body / 1250	900	1300
60-20-20 / 1600	1300	1650
Beach Body / 1500	1301	1550
40-30-30 / 1500	1351	1550
50-30-20 / 1600	1400	1650
40-30-30 / 1700	**1551**	**1750**
Beach Body / 1750	**1551**	**1800**
50-30-20 / 1700	**1651**	**1850**
60-20-20 / 1800	**1651**	**1900**
40-30-30 / 1800	1751	1850

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Step Eight: Tap on the link that reads; "**Open in Safari**" (RED arrow).

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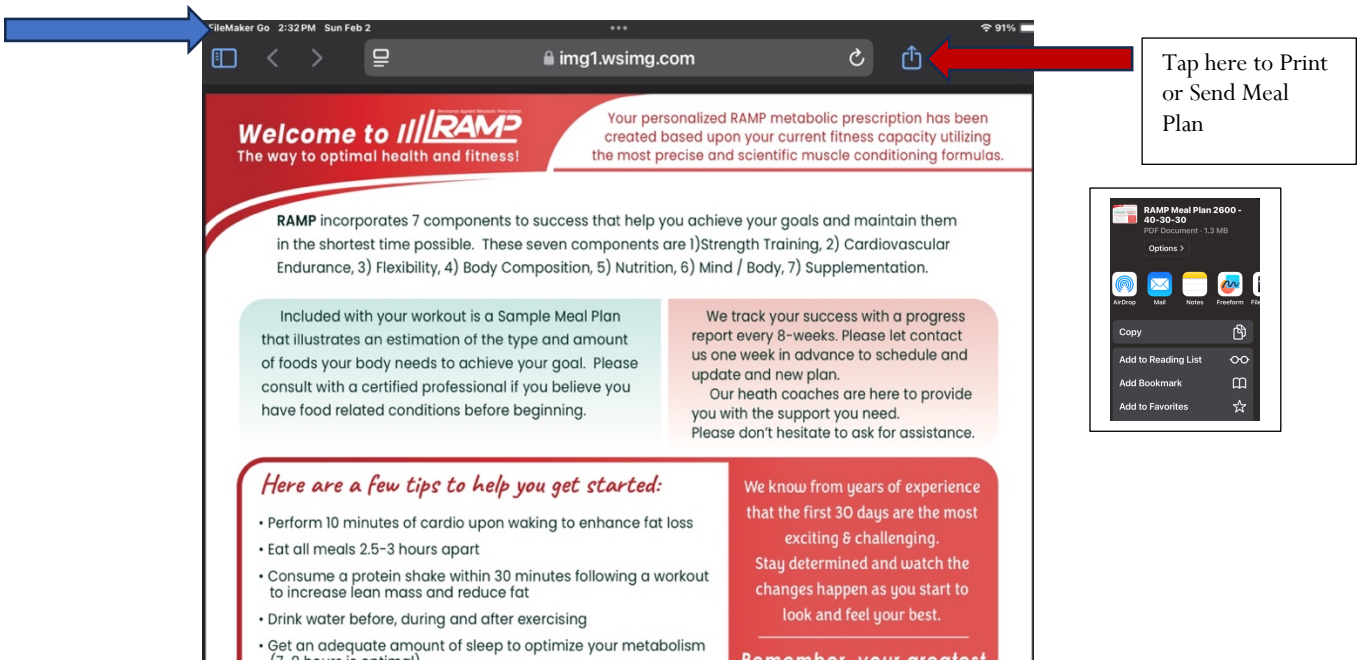

Step Nine: Tap on the Rectangular Box with the Arrow coming out the top (RED arrow).
This will open up a selection to email or print the meal plan sample.

- Next, tap on the **FileMaker Go** text at the top left of the screen (BLUE arrow).

- Next, tap on the **Program Design** tab at the top of the screen (GREEN arrow below).

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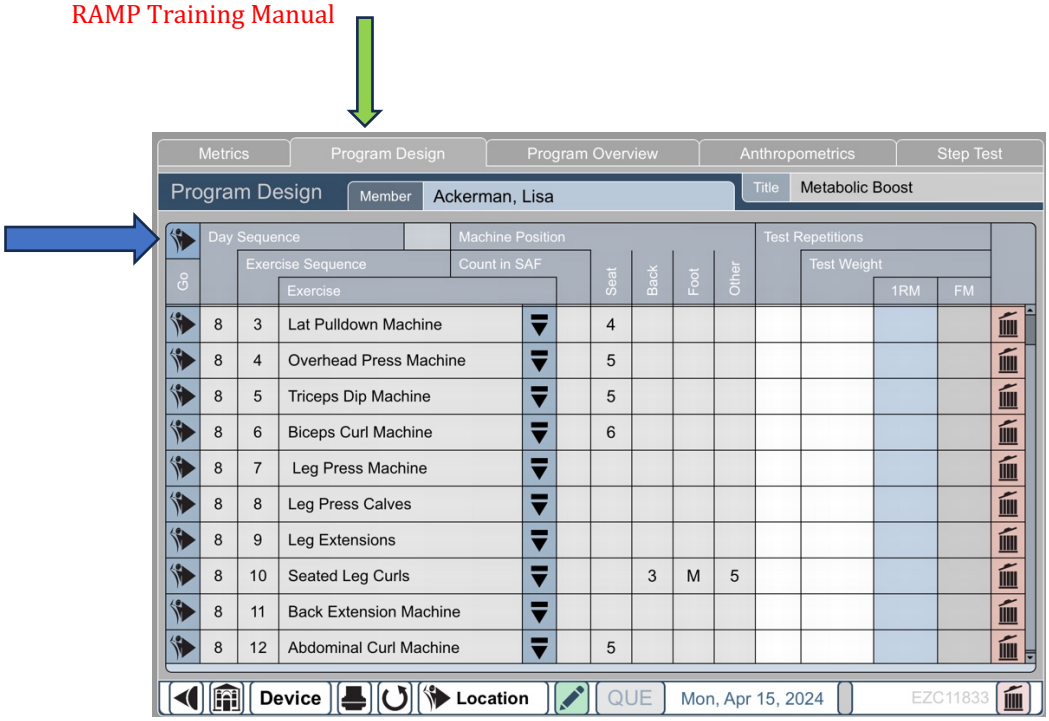
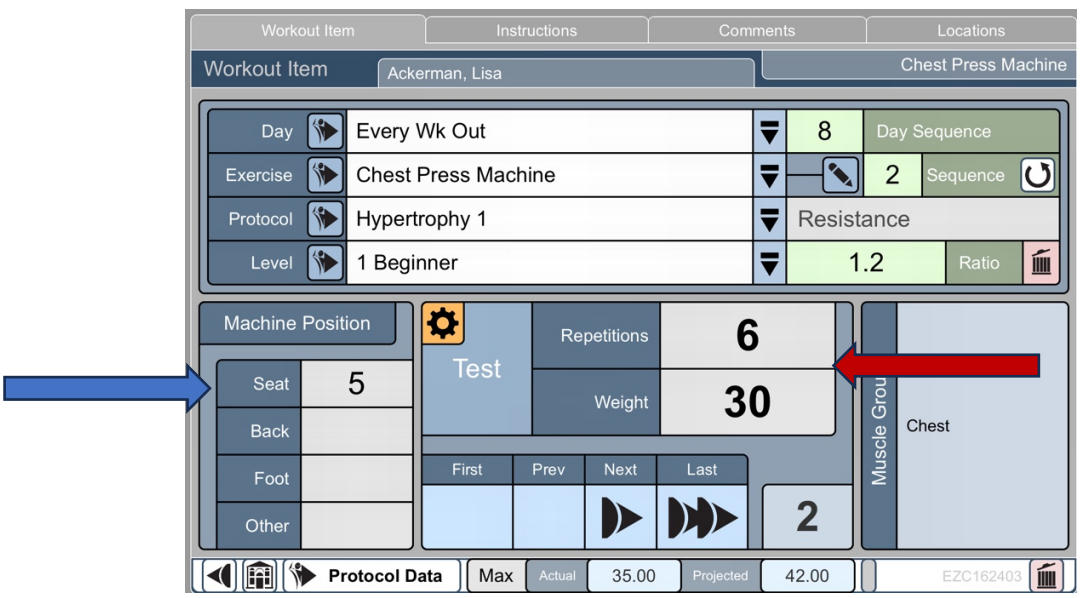


Step Ten: Tap on the icon next to the words, "**Day Sequence**" (BLUE arrow).



Step Eleven: Record the proper **Machine Positions** for the member for optimal alignment (BLUE arrow).

- Perform sub-max test and enter in the data in the **Repetitions** and **Weight** fields (RED arrow). (See https://youtu.be/GRhk6OJh-0k).

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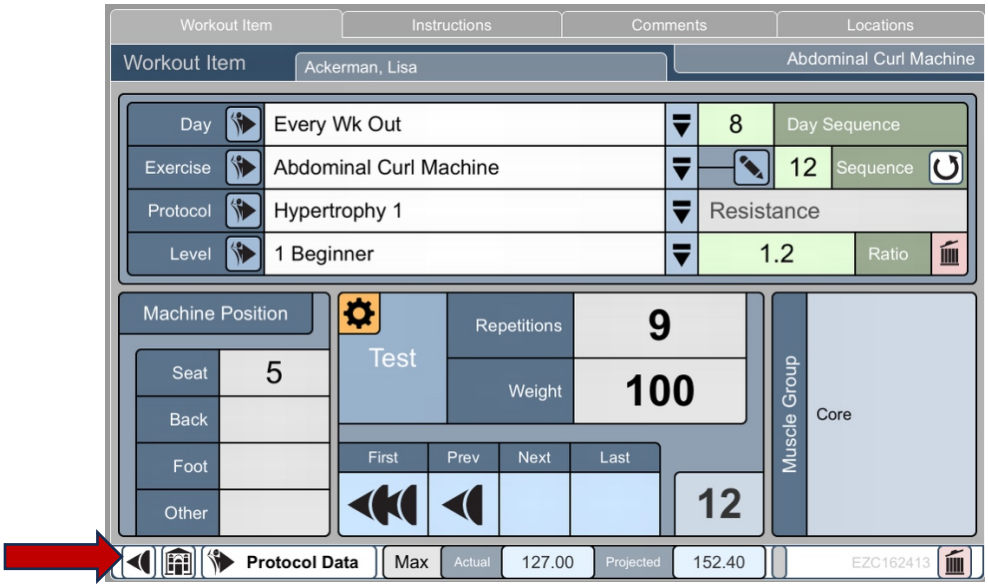
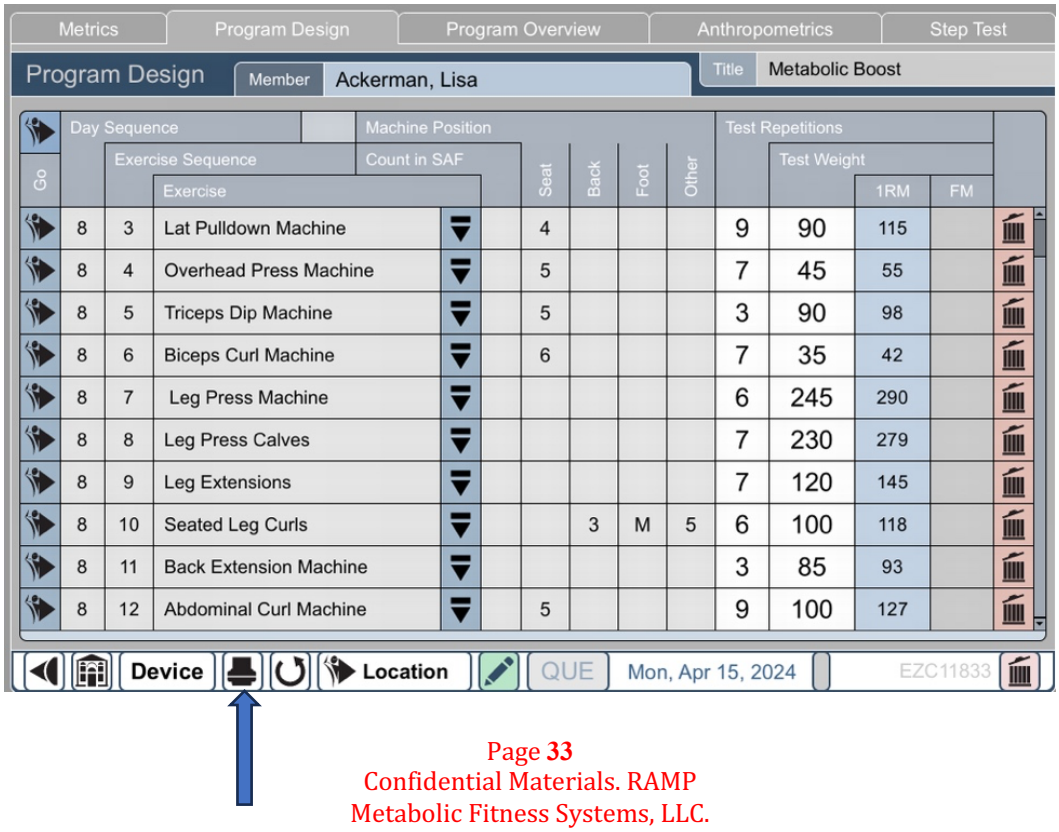
- When complete, tap on the **Next** icon to move to the next exercise until all exercises are tested. When the **Next** icon disappears, this indicates all the exercise testing is complete.



Step Twelve: Tap on the **Back Arrow** at bottom left of screen (RED arrow). This will bring you to the **Program Design** screen.



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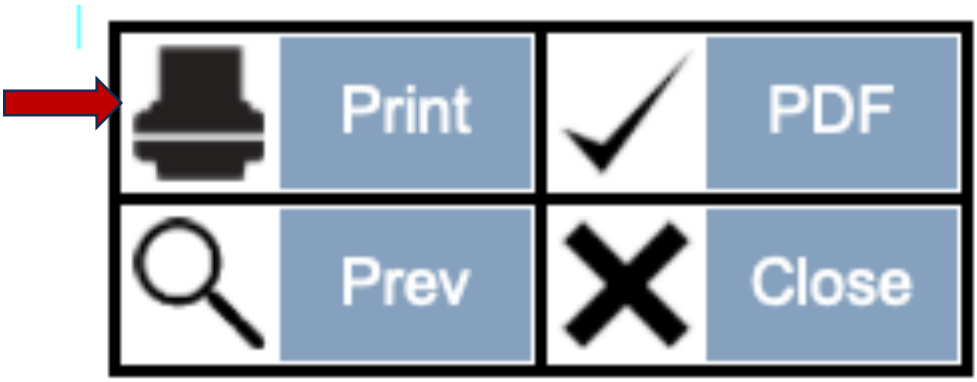
Step Thirteen: Print and / or Email program.

- On the **Program Design** screen above, you can verify all of your sub-max test results for accuracy.

- To Print: Tap on the **Printer** icon (**BLUE arrow)** at bottom of the screen. Select **Print (RED arrow)** in the Workout Preview below.



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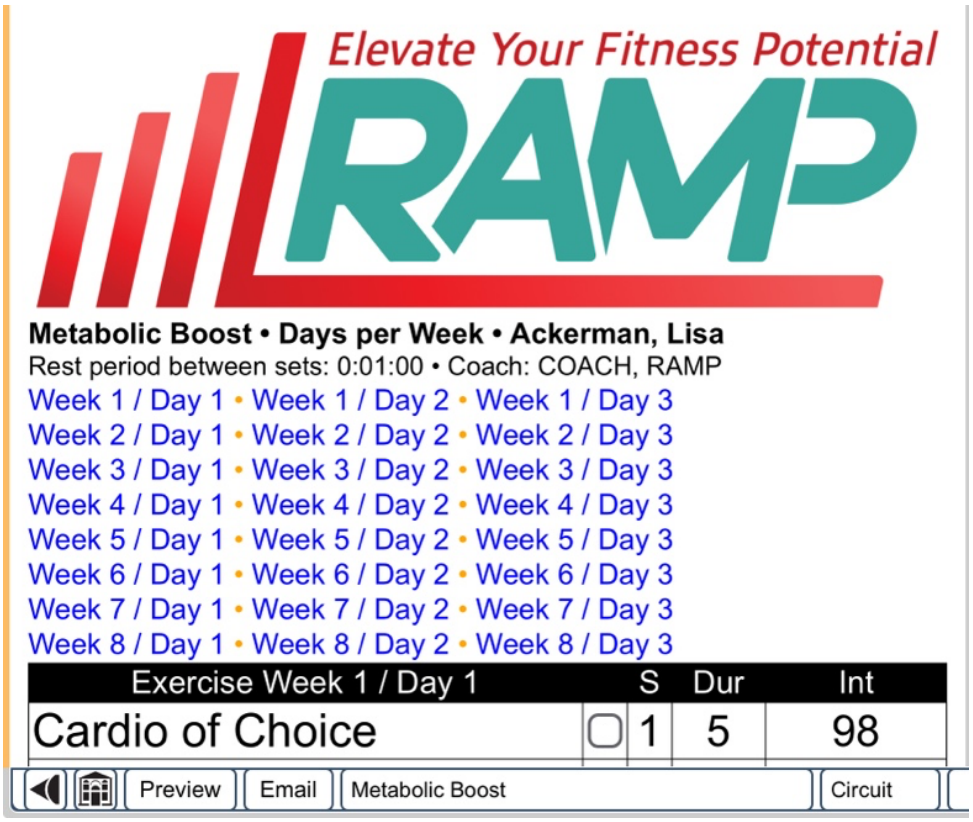
Sending Email Digital File Option



- Tap on the **Device** icon [Device] at bottom of the **Program Design** screen (shown above).
- Tap on the **Email** icon [Email] at bottom of Device screen. This will open your Email program (***Email must be operational on iPad prior to using this feature***) this preloads the workout into the email body (This process may take a few moments). Tap send. Congratulations the member will receive their workout in their email!
- For iPhone users they have to press and hold the file and save to Notes or other PDF app of choice.
- For Android user they will have a PDF reader already on their device.

- Tap the **Home** icon to return to the **Main Menu**.

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Submaximal Strength Testing Protocol (In depth Instructions)

Submaximal strength testing is a safe and effective process to measure a client's strength level without requiring them to perform at their maximum capacity. This is achieved by selecting a weight the client can comfortably lift for one repetition but will fail using proper technique at or before 10 repetitions. The collected data is then entered into the iPad system for program design.

Testing Procedure for Weight Equipment

1. **Warm-Up Set:**
   - Select a weight that allows the client to perform **10 repetitions easily** for a warm-up.
2. **Testing Set:**
   - Increase the weight to a challenging level, aiming for the client to fail at or before 10 repetitions.
   - Ideally, the client should reach failure at **5 repetitions or fewer** (a single repetition is also acceptable).
3. **Cadence:**
   - Use a consistent repetition cadence of **1, 2, 3 seconds** for both concentric (lifting) and eccentric (lowering) movements during testing.
4. **Re-Test (If Necessary):**
   - If the client completes all 10 repetitions easily, allow a **2-minute rest** and retest with additional weight.
   - For selectorized equipment, adjust the weight incrementally by moving the pin up one plate at a time to find the optimal testing weight.
5. **Record Results:**
   - Log all data into the iPad, including:
     - Weight used.
     - Number of repetitions performed.
     - Seat position and any other relevant settings.
   - Be sure to record the weight and repetitions that induced failure.
6. **Proceed to the Next Exercise:**
   - Tap the **Next arrow** at the bottom of the screen to move to the following exercise for testing.

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Notes for Submaximal Testing

- **Discomfort or Substitute Exercise Options:**
  - If an exercise causes discomfort or the client cannot perform the movement, tap the **Down Arrow icon** next to the exercise to access a list of substitute exercises. Select an alternative that is safe and/or more comfortable for the client.

Sample Warm-Up Protocol (Metabolic Boost)

1. **Recumbent Bike Warm-Up:**
   - Have the client sit on the **Recumbent Bike** with their feet on the pedals. The extended leg should stop approximately **1 inch before full extension**.
   - Allow the client to warm up for **3 minutes**.
2. **Alternative Options:**
   - If the client cannot use the recumbent bike, substitute with an **elliptical machine** or **treadmill** as appropriate.
3. **Submaximal Testing Begins:**
   - Begin submaximal testing after the warm-up, maintaining the **1, 2, 3 cadence** during all repetitions.

This protocol ensures a safe and structured method for gathering accurate strength data while accommodating client comfort and restrictions.

Strength Machine Setup and Testing Instructions

Chest Machine

1. Seat the member so the horizontal handle height aligns with the middle of the chest (4 inches below the shoulder joint).
2. Adjust the backrest so the horizontal handles align with the front of the rib cage.
3. For shoulder issues: Lower the seat so the vertical handles align with the chest and the starting position is 1 inch in front of the rib cage.

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4. Instruct the member to press the handles forward until arms are fully extended, then return to the starting position.
5. Record results on the iPad.

Lat Pulldown Machine

1. Adjust the seat for comfortable knee bending and feet flat on the floor.
2. Set knee/leg pads snugly over the thighs.
3. Have the member grab the handles with arms fully extended.
4. Pull handles downward toward the shoulders, focusing on squeezing shoulder blades together, then return.
5. Record results on the iPad.

Leg Press

1. Seat the member with feet slightly wider than shoulder width on the platform.
2. Adjust the seat so knees are flexed slightly less than 90 degrees.
3. Recline the backrest for comfort if necessary.
4. Instruct the member to press the platform forward until knees are straight but not locked out, then return.
5. Record results on the iPad.

Leg Press Calf

1. After completing the leg press, adjust the seat to allow the member to slide backward.
2. Place the balls of the feet on the lower platform edge.
3. Extend legs straight, then flex and dorsi-flex the ankles fully for repetitions.
4. Record results on the iPad.

Leg Extension

1. Seat the member and align the knee axis with the machine's axis.
2. Adjust the footpad to rest on the shin above the ankle.
3. Slightly rotate hips outward so toes point outward.
4. Extend legs fully, then return.

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5. Record results on the iPad.

Leg Curl

1. Seat the member and align the knee axis with the machine's axis.
2. Adjust the footpad to rest on the Achilles tendon above the ankle.
3. Support the lower legs in the lock position.
4. Flex legs fully, then return.
5. Record results on the iPad.

Overhead Press

1. Align horizontal handles with the shoulders or, for rotator cuff issues, align vertical handles with the shoulders.
2. Press handles overhead until arms are fully extended, then return.
3. Record results on the iPad.

Biceps Curl

1. Adjust the seat so the Preacher pad aligns with the armpits.
2. Have the member grab the bar with palms facing up.
3. Curl the bar toward the face, fully flexing the biceps, then lower to a slight bend.
4. Record results on the iPad.

Seated Triceps Dip

1. Adjust the seat so upper arms are parallel to the floor when holding the handles.
2. Press down on the handles until arms are fully extended, then return.
3. Record results on the iPad.

Abdominal Machine

1. Align the navel with the machine's axis.
2. Instruct the member to lean back and grab side handles.
3. Curl the torso forward until fully flexed, then return.

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4. Record results on the iPad.

Lower Back Machine

1. Align the navel with the red axis dot, ensuring the back pad supports the middle back.
2. Position the foot platform so knees are slightly above the hips.
3. Cross arms over the chest and lean back until the machine stops, then return.
4. Record results on the iPad.

Finalize Testing and Delivery

1. Verify all data globally by tapping the back arrow at the bottom left of the screen.
2. If all data is correct, choose the delivery method:
    - **Print Icon:** Prints a hard copy.
    - **Device Mode:** Sends an HTML file to the client's device via email.
        - Use "Preview" and "Email" options to send directly (ensure email is set up on the Apple device).

This structured approach ensures accurate testing, proper alignment, and seamless delivery of the workout plan.

The image on the left below is how the printed option displays while the image on the right is how it is displayed on a handheld device

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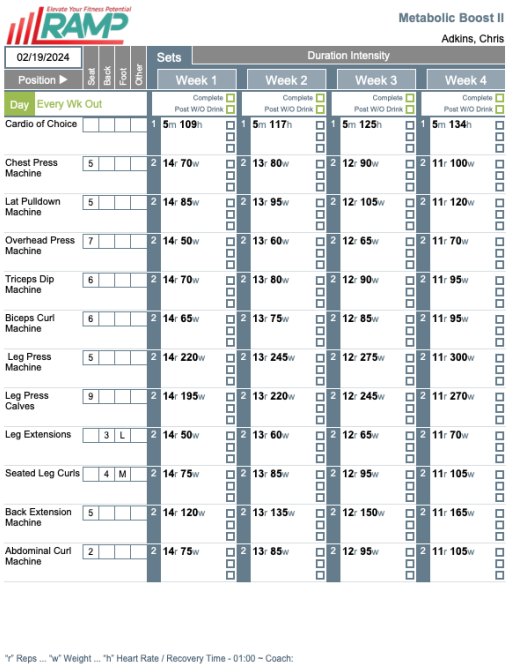
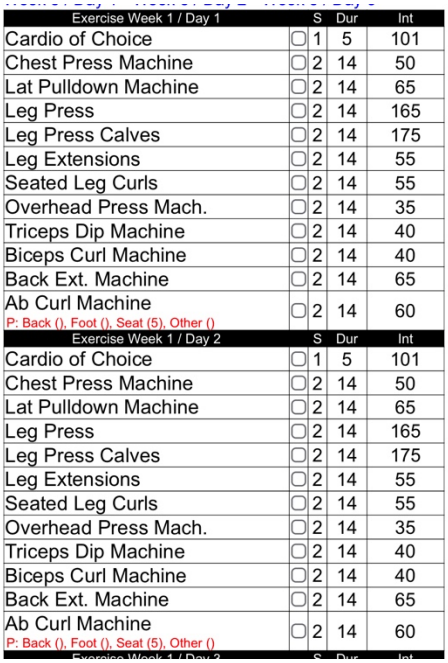


Metabolic Boost II

Adkins, Chris

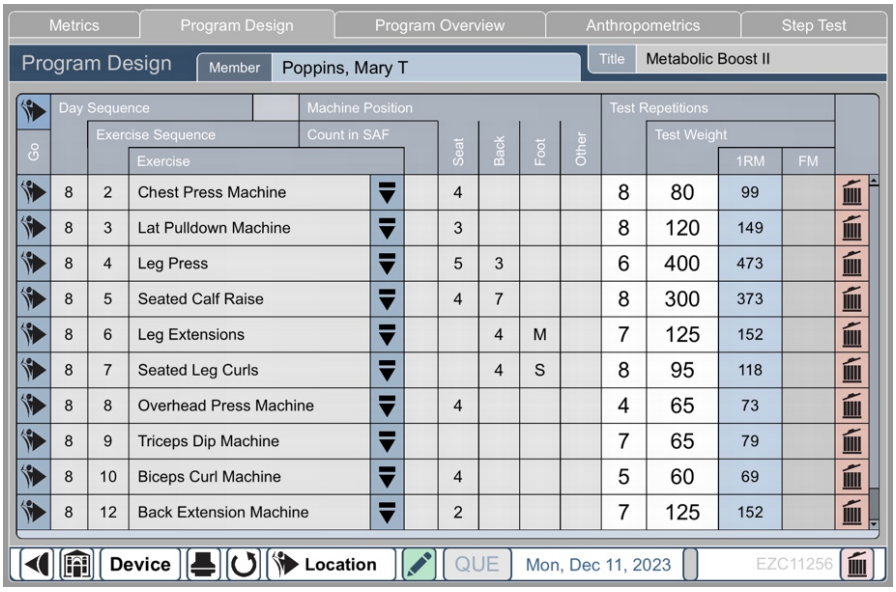
02/19/2024	Seat	Back	Foot	Other	Sets	Week 1	Week 2	Week 3	Week 4
Position ▶					Duration Intensity				
Day / Every Wk Out						Complete / Post W/O Drink	Complete / Post W/O Drink	Complete / Post W/O Drink	Complete / Post W/O Drink
Cardio of Choice					1	5m 109h	5m 117h	5m 125h	5m 134h
Chest Press Machine	5				2	14r 70w	13r 80w	12r 90w	11r 100w
Lat Pulldown Machine	5				2	14r 85w	13r 95w	12r 105w	11r 120w
Overhead Press Machine	7				2	14r 50w	13r 60w	12r 65w	11r 70w
Triceps Dip Machine	6				2	14r 70w	13r 80w	12r 90w	11r 95w
Biceps Curl Machine	6				2	14r 65w	13r 75w	12r 85w	11r 95w
Leg Press Machine	5				2	14r 220w	13r 245w	12r 275w	11r 300w
Leg Press Calves	9				2	14r 195w	13r 220w	12r 245w	11r 270w
Leg Extensions		3	L		2	14r 50w	13r 60w	12r 65w	11r 70w
Seated Leg Curls		4	M		2	14r 75w	13r 85w	12r 95w	11r 105w
Back Extension Machine	5				2	14r 120w	13r 135w	12r 150w	11r 165w
Abdominal Curl Machine	2				2	14r 75w	13r 85w	12r 95w	11r 105w

"r" Reps ... "w" Weight ... "h" Heart Rate / Recovery Time - 01:00 ~ Coach:



Exercise Week 1 / Day 1		S	Dur	Int
Cardio of Choice	☐	1	5	101
Chest Press Machine	☐	2	14	50
Lat Pulldown Machine	☐	2	14	65
Leg Press	☐	2	14	165
Leg Press Calves	☐	2	14	175
Leg Extensions	☐	2	14	55
Seated Leg Curls	☐	2	14	55
Overhead Press Mach.	☐	2	14	35
Triceps Dip Machine	☐	2	14	40
Biceps Curl Machine	☐	2	14	40
Back Ext. Machine	☐	2	14	65
Ab Curl Machine P: Back (), Foot (), Seat (5), Other ()	☐	2	14	60
Exercise Week 1 / Day 2		**S**	**Dur**	**Int**
Cardio of Choice	☐	1	5	101
Chest Press Machine	☐	2	14	50
Lat Pulldown Machine	☐	2	14	65
Leg Press	☐	2	14	165
Leg Press Calves	☐	2	14	175
Leg Extensions	☐	2	14	55
Seated Leg Curls	☐	2	14	55
Overhead Press Mach.	☐	2	14	35
Triceps Dip Machine	☐	2	14	40
Biceps Curl Machine	☐	2	14	40
Back Ext. Machine	☐	2	14	65
Ab Curl Machine P: Back (), Foot (), Seat (5), Other ()	☐	2	14	60

Printing Out the Progress Report



Metrics | Program Design | Program Overview | Anthropometrics | Step Test

Program Design — Member: Poppins, Mary T — Title: Metabolic Boost II

Go	Day Sequence	Exercise Sequence	Exercise	Machine Position / Count in SAF	Seat	Back	Foot	Other	Test Repetitions	Test Weight	1RM	FM
	8	2	Chest Press Machine		4				8	80	99	
	8	3	Lat Pulldown Machine		3				8	120	149	
	8	4	Leg Press		5	3			6	400	473	
	8	5	Seated Calf Raise		4	7			8	300	373	
	8	6	Leg Extensions			4	M		7	125	152	
	8	7	Seated Leg Curls			4	S		8	95	118	
	8	8	Overhead Press Machine		4				4	65	73	
	8	9	Triceps Dip Machine						7	65	79	
	8	10	Biceps Curl Machine		4				5	60	69	
	8	12	Back Extension Machine		2				7	125	152	

Device | Location | QUE | Mon, Dec 11, 2023 | EZC11256

1. Return to the Member Program Design Log tab.
2. Click on the Icon below the Progress Report text (image below).
3. Print out the report and include this with the member's workout.

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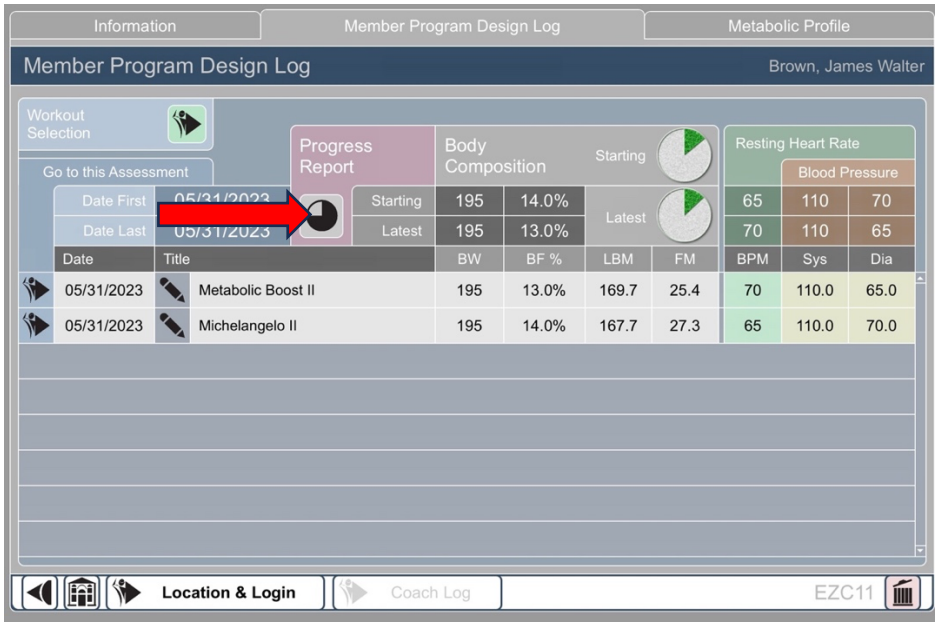
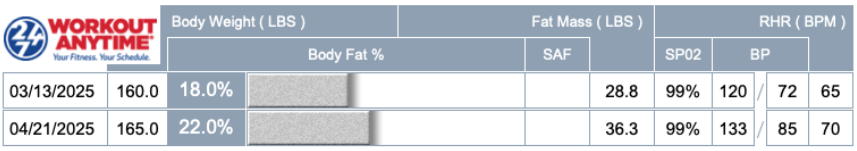
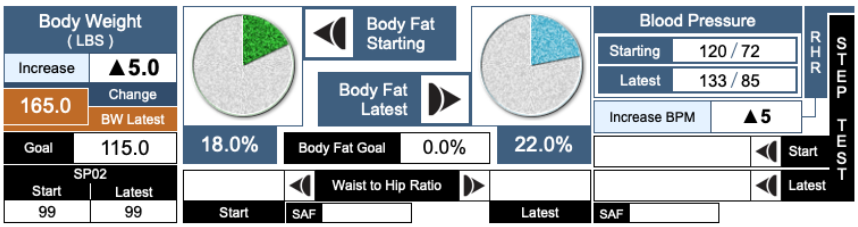
4. This Report will compare the client's initial data to the latest data for every new program designed for the client.

Member Program Design Screen



Progress Report





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Program Instruction Workflow

These instructions outline the process for delivering **Program Instruction** to a new RAMP member after their exercise program has been created. The Health Coach/Metabolic Technician is responsible for these instructions to ensure the member understands their program and can execute it confidently.

Step 1: Greeting the Member

1. **Preparation**
    - Review the member's workout plan before the appointment.
2. **Member Welcome**
    - Be ready to greet the member (by name) at least 5 minutes before the appointment.
    - Direct them to designated facilities (lockers, restrooms, etc.) if needed.

Step 2: Exercise Instruction

1. **Overview of the Program**
    - Explain how to follow the program step by step, including machine settings, sets, and repetitions.
2. **Cardio Warm-Up**
    - Guide the member to the first exercise (e.g., Recumbent Bike or another cardio machine).
    - Assist in adjusting seat settings based on the workout instructions.
    - Teach basic machine operation (e.g., Quick Start) and how to warm up for the designated time.
    - Show how to check their **Target Heart Rate (THR)** and encourage them to stay within the optimal zone.

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- Have the member check off the completed warm-up on their workout plan.

3. **Resistance Exercises**

    - Guide the member to the first resistance exercise on their program.
    - Allow the member to independently adjust machine settings and weights (provide assistance only if needed).
    - Ensure the member understands adjustment handles and demonstrate proper use if necessary.
    - Repeat this process for all exercises, providing clear instruction to develop their competency.

4. **Cool Down**

    - Demonstrate the proper use of cardio equipment for a cool down, if applicable.

5. **Storing the Program**

    - Show the member where their Exercise Program Card is stored or how to access it digitally.

6. **Workout Frequency**

    - Explain that weight-training workouts should be limited to three times per week (every other day).
    - Encourage cardio or core training on “off” days.

7. **Additional Coaching**

    - If the member seems confused, suggest additional coaching sessions if they did not purchase them initially.

—

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Step 3: Reviewing Progress Report and Meal Plan

1. **Progress Report Review- Previously Printed**

    - Discuss body weight, body fat percentage, lean weight, resting heart rate, blood pressure, and progress charts.
    - For members with a body fat percentage of 30% or higher, encourage additional coaching sessions.
    - Inform the member they will receive a new Workout and Progress Report every 8 weeks to track their progress.

2. **Sample Meal Plan Review**

    - Briefly explain all meal choices on the sample meal plan.
    - Emphasize eating within the rectangular boxes and note that meals (e.g., breakfast, snacks, lunch, dinner) are interchangeable.

    - Highlight the importance of eating snacks between breakfast and lunch and maintaining a meal schedule of every 2.5 to 3 hours.
    - Explain the low glycemic index of the foods listed, promoting fat loss by avoiding insulin spikes.
    - Suggest organic foods, when possible, while acknowledging budget constraints.

3. **Shopping Guide Overview**

    - Explain that all foods and protein substitutes listed on the Meal Plan Card are included in the Shopping Guide.

This structured approach ensures that new members fully understand their workout and meal plans, helping them start their fitness journey with confidence and clarity.

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Step Four: Supplement Overview (Optional)

Review basic supplements and Insulin Resistance/Diabetes supplements, as appropriate.

For most Members with over 30% body fat, insulin resistance is typically an underlying condition.

- Suggest a good quality multi-vitamin which will help them get all the micronutrients that might be missing from their food.
- Explain that R-Alpha Lipoic Acid (R-ALA) is a very beneficial supplement for reversing insulin resistance. It is also a powerful antioxidant that works both in a fat and water-soluble environment. This is also a great anti-aging supplement!
- Omega 3 Fatty Acids have a multi-beneficial effect. Omega 3s increase insulin sensitivity, regulate mood, reverse coronary heart disease, and lower cholesterol.
- Chromium Picolinate is a trace mineral that has been known to increase insulin sensitivity and repair insulin resistance.
- Silymarin (Milk Thistle) is a great liver detoxifying agent and helps the liver metabolize fat quicker.
- Be sure to check with Management if you have a special-needs Member or if there are specific medical issues. Remember: new Members should always check with their physician or Gym Doctor practitioner before starting any exercise and nutrition program, especially when other medications are involved.

We do not offer medical advice.

Explain the importance of Protein Drinks/Recovery Drinks (meal replacements).

- The Member may consume a post-workout drink (protein) following an exercise session.
- Explain that protein drinks after a workout will help aid in recovery, build muscle, and burn fat.
- The general rule is eating 1 gram of protein per pound of lean body mass or goal lean mass every day. The lean body mass is illustrated on the Progress Report.

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Step Five: Encouragement and Support

Once you've completed the Program Instruction and explained the RAMP program to the Member, be sure to offer continuous encouragement and support. New Members are usually excited about the program and hopeful about achieving their goals, but it never hurts to play the supporter.

Make sure the new Member feels like part of the RAMP family; make sure they understand their success matters; most of all, make sure the client walks out of the door believing I CAN DO IT. Give them your contact information and let them know they can count on you for any questions or concerns during their journey to better health.

Give them the information to take home to keep them accountable for the nutrition portion of the plan.

Program Updates and Member Support

Program Updates

Each member is scheduled for a **Program Update (PU)** after completing an 8-week exercise program. This process follows the same testing procedures as the initial program design and serves several key purposes:

- Establishing a new baseline to create an updated exercise prescription.
- Providing the member with feedback on their progress.
- Offering additional support and personalized recommendations for vitamins, protein intake, and coaching (Optional).

Steps for Performing a Program Update:

1. **Submaximal Strength Tests:**

    - Use the weight intensity from Week 8 of the member's program as a guideline.
    - Adjust for members who haven't progressed to Week 8 or have orthopedic issues.

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2. **Personalized Recommendations:**

    - Review the member's progress, address their concerns, and assess their motivation.
    - Schedule a one-on-one coaching session for members with slow progress.

3. **Lifestyle and Dietary Review:**

    - Discuss the member's lifestyle and dietary choices, as these significantly impact their results.
    - Recommend lifestyle modifications, coaching, or nutritional supplements as needed.

Personalized Support

With RAMP, our primary goal is to provide the highest level of service and support for our members. Effective support can be delivered through various channels:

- **Personal Touch**
- **Program Supervision**
- **Courtesy Correspondence (calls and emails)**
- **Personal Coaching**

Personal Touch:

This element ensures genuine care for members by aligning intentions with actions. Building personal connections fosters trust and loyalty.

Tips for Personal Touch:

- Learn and use member names.
- Greet members warmly with phrases like "How are you today?" and "Have a great workout!"
- Offer assistance on the exercise floor with a smile.
- Walk around the facility when not working one-on-one to engage with other members.
- Hold doors open when possible and thank members for visiting the club.

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Program Supervision:

Health Coaches play a vital role in enhancing member experience, even when not working one-on-one.

Responsibilities:

1. Walk the floor and monitor members for proper technique.
2. Address any questions or concerns about their program.
3. Offer recommendations for protein and vitamin supplements, if applicable.
4. For members needing detailed assistance, schedule a coaching session (billed as such).

Courtesy Correspondence:

Maintaining consistent communication is key to retaining member interest and engagement.

- **Courtesy Phone Calls:** Check in with prospects and members whose interest may be declining.
- **Emails:** Provide updates, motivation, and personalized follow-ups.

Health Coaching:

Health Coaching accelerates members' journeys to optimal health by offering personalized attention.

Key Benefits:

- Helps members stay motivated and committed.
- Replaces one workout day with a highly individualized one-on-one session.

Policy:
Always mention the benefits of personal coaching during Program Updates.

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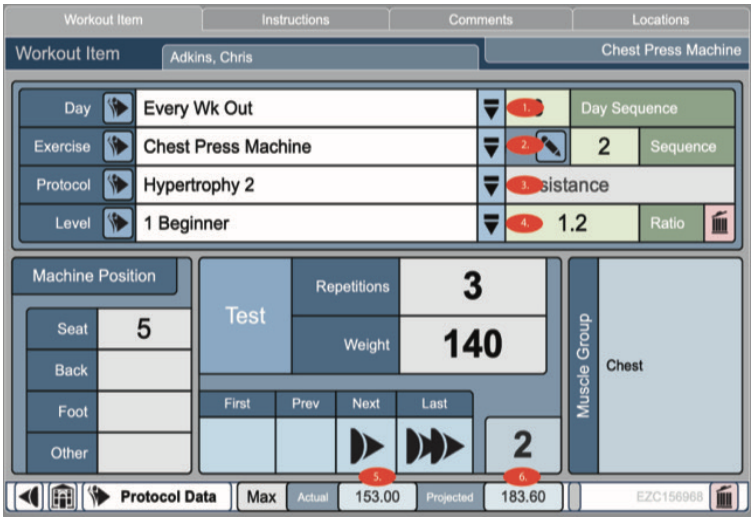
Summary

By combining comprehensive program updates with personalized support and supervision, RAMP ensures members remain motivated, see consistent progress, and receive the tools they need to achieve their health goals. Whether through personal touch, program oversight, or health coaching, every interaction is an opportunity to enhance the member experience.

Common Questions Below

Exercise Item Screen



Exercise Program Customization Options

1. **Day of the Week Selection:**

    - Use this **Drop-Down Arrow** to assign the exercise to a specific day of the week.

2. **Exercise Substitution:**

    - This **Drop-Down Arrow** allows you to substitute an exercise if the prescribed one causes discomfort for the client.

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3. **Exercise Formula Adjustment:**

    - Use this **Drop-Down Arrow** to change the exercise formula among **Max Strength, Strength, Hypertrophy,** or **Endurance.**

    - The number following the formula specifies the number of sets to prescribe.

    - **Tip:**
        - If the program does not populate a weight for an exercise early in the progression, selecting **Max Strength** can help populate the field.
        - If this does not work, substitute the exercise with another option, such as dumbbells.
4. **Rate of Progression Adjustment:**
    - Use this **Drop-Down Arrow** to adjust the progression rate of the exercise.
    - The progression scale ranges from **1 to 6**, with higher numbers representing easier progressions.
5. **Current Estimated 1RM:**
    - This datum displays the **current estimated 1-repetition maximum (1RM)** for the client.
6. **Projected 1RM:**
    - This datum illustrates the **projected 1-repetition maximum (1RM)** for the client following the 8-week program.

This customization system ensures each exercise aligns with the client's needs, progression rate, and long-term goals.

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Common Questions Coaches Ask Below (continued)

Grid Screen

Workout Field Guidelines and Icons

1. **Repetitions Column:**
   - Ensure the number of reps in this column does **not exceed 10**.
   - If reps exceed 10, the system will not calculate the workout properly.
2. **Weight Column:**
   - Verify that the weight entered in this column is **accurate** according to your strength test.
   - Always double-check your data for accuracy to ensure the program calculations are correct.
3. **Pencil Icon:**
   - Use this icon to **add an exercise** to the selected program.
   - After adding an exercise, tap the **Program Overview Tab** at the top of the screen to set the desired metrics for the new exercise.
4. **Update Icon:**
   - Tap this icon to **save and update** any changes made while modifying the workout program.

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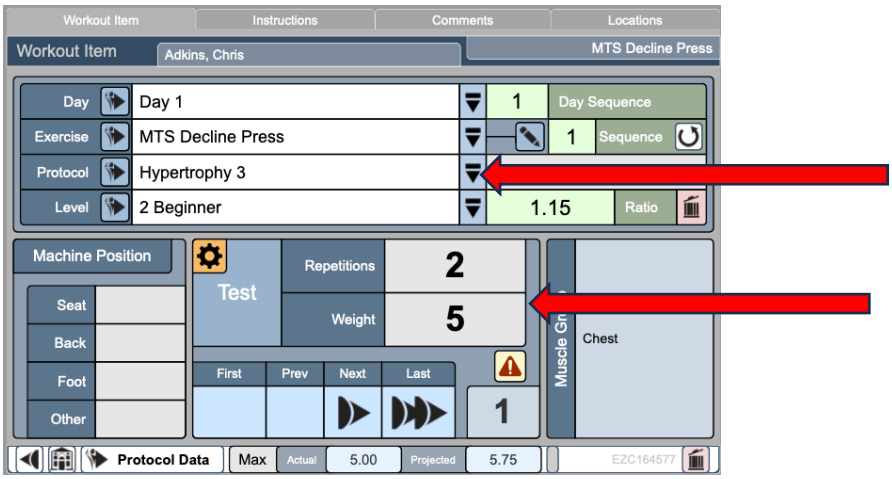
Other Common Issues and Remedies

1. **Protocol Modification Needed:**
   - **Cause:** The selected protocol is incompatible with the movement.
   - **Solution:**
     - Click the **dropdown arrow** next to the Protocol field and change the protocol to **Strength** or **Max Strength**.
     - If the alert persists, it means a weight is unavailable for the movement. In this case, substitute the exercise.
     - **Example:** If a member is struggling with a Shoulder Press machine, substitute with an **Overhead Dumbbell Press** or another appropriate shoulder exercise.
2. **Incorrect Data Entry:**

   - **Cause:** The weight or repetitions have been entered incorrectly.
   - **Solution:**

     - Double-check the data to ensure that the reps and weights are in the correct fields.
     - Confirm that the **reps do not exceed 10**, as this can prevent the system from calculating the weight.



1.Tap this dropdown icon to select a strength or max strength formula

2.Make sure the reps and weight are entered correctly

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Understanding the **LEVEL** fields (1-6) on the **Information Screen**.

A new person introduced to weight training typically makes greater gains than an experienced exerciser due to the **"novice effect"** or **initial adaptations**. Here's why:

1. **Neuromuscular Adaptations:**
    - Beginners experience rapid improvements in how their brain communicates with their muscles. This enhanced coordination and motor unit recruitment allow them to lift more weight quickly without significant muscle growth.
2. **Untrained Muscles:**
    - For new exercisers, their muscles are unaccustomed to resistance training. This creates a greater potential for growth, as their muscles respond strongly to the new stimulus by increasing size (hypertrophy) and strength.
3. **High Adaptive Reserve:**
    - A beginner's body has a larger capacity to adapt since it hasn't been exposed to similar stresses before. The untrained state allows for quick improvements in strength, endurance, and metabolic efficiency.
4. **"Diminishing Returns" for Experienced Lifters:**
    - In contrast, experienced exercisers have already undergone significant adaptations, such as optimized neuromuscular coordination and hypertrophy. Since they are closer to their genetic potential, further gains are smaller and require more effort, precision, and progressive overload.
5. **Metabolic and Hormonal Response:**
    - New lifters experience a surge in anabolic hormones (like testosterone and growth hormone) when they start training, which contributes to rapid initial progress. For experienced lifters, these responses are less pronounced over time.

In summary, beginners make greater initial gains because their bodies are highly responsive to new stimuli, while experienced exercisers face slower progress due to having already achieved significant adaptations.

As your client becomes more familiar and consistent with training the Level Fields should be modified accordingly. Just follow the experience guidelines indicated in those fields and watch your client prosper.

(See Screen Below)

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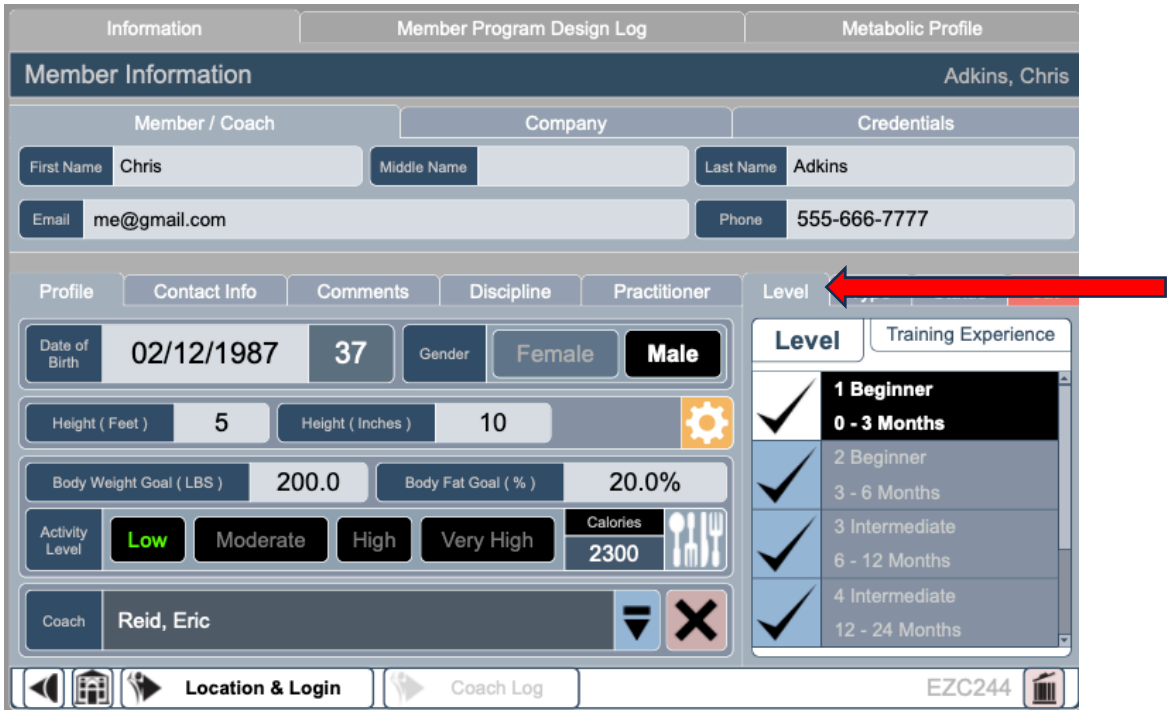

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