

MINDSETS Workshop Questions

Great questions to use in a team meeting, for individual sessions or for yourself to clarify commitment, direction and mindsets.

Why are you in the business?

What do you have to offer clients?

What makes the industry/club strong?

What is the industry/club lacking?

What would be some solutions?

What factors, circumstances or perceptions can impact a members attitude/perception toward a personal trainer? What can you do about it?

What factors, circumstances or perceptions can impact a personal trainers attitude toward their HT?

What is the difference between a service vs. sales mentality?

What builds walls with members/peers/management/clients?

How do you begin to build fences?

As a whole, how well are we doing at showing appreciation to one another?

Where do you see the business going?

What is your potential for growth?

What factors, circumstances or events can impact a members attitude and/or perception of personal trainers (or group fitness instructors, department managers, fitness in general). What is the best way to address them? (hint: tie it to the values, mission, purpose/objectives of your club)