

101 Personal Trainer Mistakes

Reference List for Gym Manuals



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First off I want to thank you for downloading this manual. By finding the PTDC and reading the material you've already shown that you're different from the pack and your business will benefit as a result (if it hasn't already).

This manual is meant to supplement the full book entitled 101 Personal Trainer Mistakes – and the solutions to each. Use this list as a reference guide and put check marks beside the areas to improvement. If you want an actionable solution to any of the points on this list refer to the corresponding number in the accompanying manual.

If you're a gym owner or manager feel free to add this into your training manual and include it in your materials for developing trainers. Why re-invent the wheel?

I hope this book helps you become a better trainer by picking up on some holes in your personal training game you may not have known existed. Maybe you knew that you had some of these issues but weren't sure how to deal with them. Whatever the reason feel free to send me your thoughts at any point. If you have different ways of dealing with these issues or have made different mistakes that we didn't mention please send me an email.

Thanks for reading and constantly improving.

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101 Personal Trainer Mistakes – Reference List

1. Using your cell phone
2. Frantically writing working 5 minutes before your sessions
3. Cueing too much
4. Cueing too little
5. Not spotting properly
6. Wearing jeans
7. Not showering
8. Smoking during breaks
9. Stealing clients from the gym
10. Stealing clients from other trainers
11. Promoting unneeded supplements
12. Recommending equipment to clients that's overpriced so you get commission
13. Recommending equipment to clients that they don't need so you get a commission
14. Wearing bad socks
15. Thinking you know everything
16. Not reading "How to Win Friends and Influence People"

17. Not keeping abreast with the current research
18. Thinking sales isn't your job
19. Being afraid of sales
20. Forgetting to smile
21. Giving a magazine workout to your client
22. Saying "feel the burn"
23. Cold calling
24. Not gathering testimonials
25. Not using humour
26. Not giving homework
27. Not loving what you do
28. Thinking personal training is only about fitness
29. Teaching exercises you don't know yourself
30. Using protocols you're not comfortable with
31. Using a piece of equipment you're not comfortable with
32. Over periodizing
33. Not studying
34. Not practicing what you learn
35. Not willing to have your world turned upside down
36. Self-absorption
37. Not having a personal trainer network

38. Program hopping
39. Lacking confidence
40. Not keeping track
41. Not being armed with progressions
42. Not being armed with regressions
43. Getting absorbed in trends
44. Teaching equipment before you learn it
45. Avoiding your gut feeling
46. Not blaming yourself
47. Not celebrating your achievements
48. Not celebrating your clients achievements
49. Not taking time off
50. Learning a new exercise and giving it to every client for two weeks
51. Getting your clients to warm up for 5 minutes on the treadmill
52. Complimenting too much
53. Complimenting too little
54. Starting off the session negative
55. Not putting a positive spin on everything
56. Not explaining why it matters to the client
57. Doing too much for them
58. Veering off your plan

59. Not making realistic programs
60. Not having a great inter-professional team
61. Burning out
62. Not eating well
63. Not finding mentors
64. Being a generalist
65. Drinking coffee on the floor
66. Not offering support outside of the gym
67. Ignoring nutrition
68. Ignoring rehabilitation
69. Not having business cards
70. Not being a linchpin
71. Getting caught up in trends
72. Failing to network
73. Not using social media well
74. Moving around too much
75. Not having an outside hobby
76. Having bad grip strength
77. Not having a strong low back
78. Not working with other trainers
79. Not offering help to friends

80. Devaluing your services
81. Wanting to only train athletes
82. Trying to sleep with your clients
83. Training while sick
84. Using the same program for every client
85. Not correcting good technique
86. Having relationships with co-workers
87. Talking too much about yourself
88. Not putting the equipment away
89. Not teaching gym etiquette
90. Bashing other trainers
91. Speaking negatively about workout programs or videos
92. Not introducing yourself to every member of the gym
93. Not gifting your support staff
94. Not cutting your nails
95. Not talking client
96. Not making time for small talk with clients
97. Not being open to learning opportunities
98. Not reading the newspaper every morning
99. Not having a good relationship with your manager
100. Not showing your client that you're human

101. Not going the extra 10%

The Extra 10%

102. Not remembering birthdays

103. Not doing regular massage or foam rolling

104. Not cleaning your training gear

105. Not sending out holiday cards

106. Not sharing your knowledge with others

107. Not having food on hand at all times

108. Not having a book on hand at all times

109. Not sleeping enough

110. Not referring to other trainers

111. Not reading every book on this list