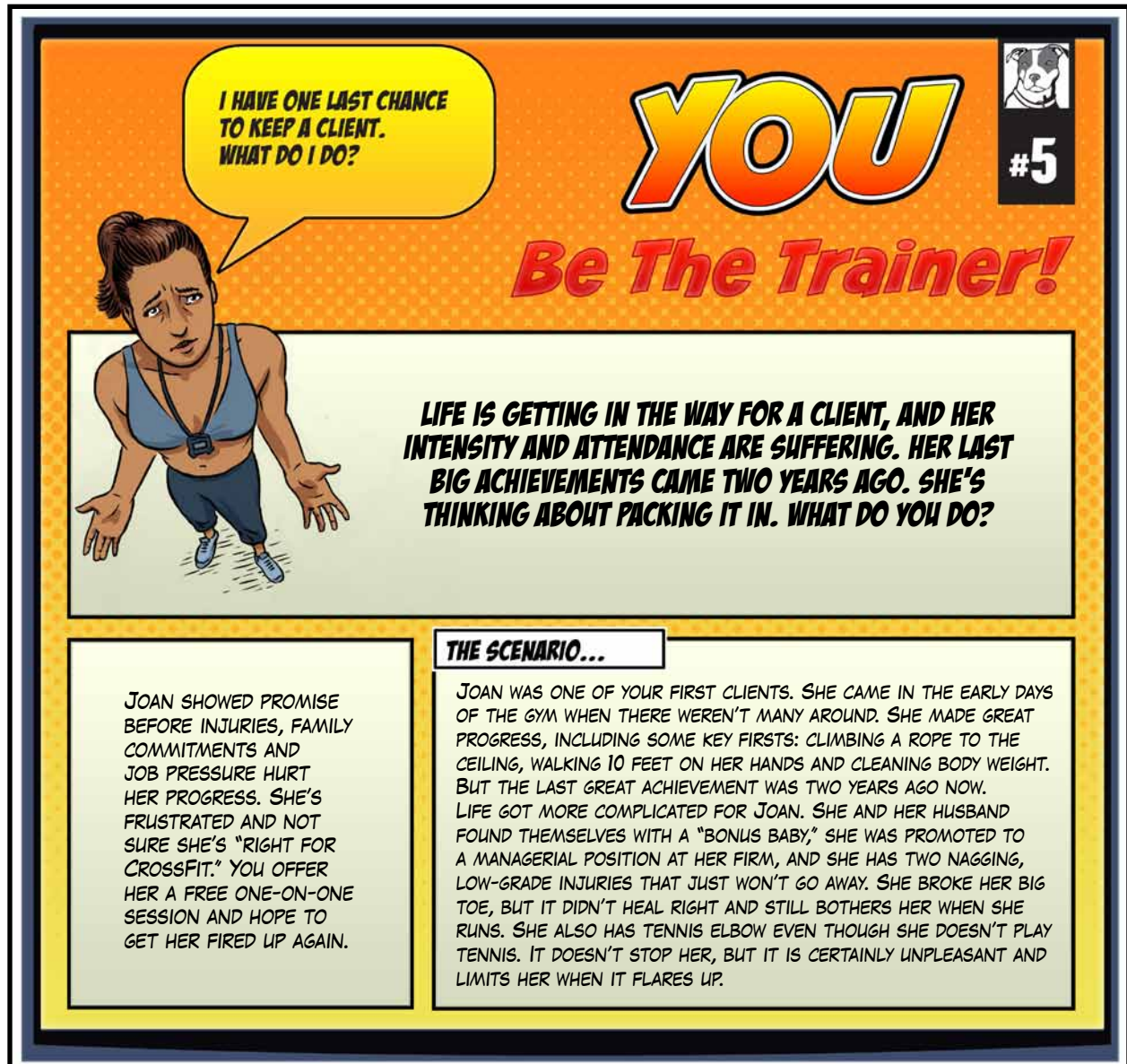


THE CrossFit JOURNAL



I HAVE ONE LAST CHANCE TO KEEP A CLIENT. WHAT DO I DO?

YOU #5

Be The Trainer!

LIFE IS GETTING IN THE WAY FOR A CLIENT, AND HER INTENSITY AND ATTENDANCE ARE SUFFERING. HER LAST BIG ACHIEVEMENTS CAME TWO YEARS AGO. SHE'S THINKING ABOUT PACKING IT IN. WHAT DO YOU DO?

THE SCENARIO...

JOAN SHOWED PROMISE BEFORE INJURIES, FAMILY COMMITMENTS AND JOB PRESSURE HURT HER PROGRESS. SHE'S FRUSTRATED AND NOT SURE SHE'S "RIGHT FOR CROSSFIT." YOU OFFER HER A FREE ONE-ON-ONE SESSION AND HOPE TO GET HER FIRED UP AGAIN.

JOAN WAS ONE OF YOUR FIRST CLIENTS. SHE CAME IN THE EARLY DAYS OF THE GYM WHEN THERE WEREN'T MANY AROUND. SHE MADE GREAT PROGRESS, INCLUDING SOME KEY FIRSTS: CLIMBING A ROPE TO THE CEILING, WALKING 10 FEET ON HER HANDS AND CLEANING BODY WEIGHT. BUT THE LAST GREAT ACHIEVEMENT WAS TWO YEARS AGO NOW. LIFE GOT MORE COMPLICATED FOR JOAN. SHE AND HER HUSBAND FOUND THEMSELVES WITH A "BONUS BABY," SHE WAS PROMOTED TO A MANAGERIAL POSITION AT HER FIRM, AND SHE HAS TWO NAGGING, LOW-GRADE INJURIES THAT JUST WON'T GO AWAY. SHE BROKE HER BIG TOE, BUT IT DIDN'T HEAL RIGHT AND STILL BOTHERS HER WHEN SHE RUNS. SHE ALSO HAS TENNIS ELBOW EVEN THOUGH SHE DOESN'T PLAY TENNIS. IT DOESN'T STOP HER, BUT IT IS CERTAINLY UNPLEASANT AND LIMITS HER WHEN IT FLARES UP.

THE DETAILS

Joan is frustrated. She still comes as often as she can, but it's probably only two times a week on average. She can do most of the workouts you program, though she often scales the weight. You find that she works hard, but not nearly at the same intensity as she did in the early days. You've been reluctant to push her because of the injuries and the lack of consistency. You know she wants to come in more often, but she struggles to manage all the various responsibilities.

Nothing is dramatically wrong with Joan. She's generally healthy—5'3", 122 lb. She eats pretty well and drinks in moderate quantities, but every night. Compared to the broad population, she's nearly a poster child for what the doctor prescribes. But you know she's not satisfied, and she could be so much more.

Her workouts so far this week:

SUNDAY

15-mile bike ride with her 3 kids (her 12- and 10-year-old boys rode their own bikes while the two-year-old girl sat in a seat on Joan's bike).

MONDAY

Two 20-minute (mostly) brisk walks with the dog (he did have to mark his territory).

TUESDAY

Joan was on her way to the gym when she got a call from school informing that her younger son got hit by a baseball. She took him to the doctor, and luckily there was no concussion.

WEDNESDAY

A co-worker left early to get a flu shot, so Joan missed coming to the gym again. She did 3 rounds of 20 squats and 10 push-ups while the fish cooked.

THURSDAY

Joan got her husband to take the boys to school while she brought her daughter to the gym. The workout was Eva (5 rounds of an 800-meter run, 30 pull-ups and 30 kettlebell swings). She modified it to 20 jumping pull-ups and 20 dumbbell swings (a 25-lb. dumbbell hurts her arm less). She had to stop twice to help with her daughter and finished in 51 minutes, just after the next class started. She was visibly frustrated, but you had to get the next class going.

FRIDAY

Nothing.

SATURDAY

You see her at the market. She's pleasant but distant. You ask her what you can do for her. She shrugs and says she's just not sure that she's right for CrossFit. You have to go, but you convince her to come in one more time for a free private session tomorrow.

SUNDAY

What can you do for Joan?