



“SUCCESS IS A CHOICE”

By: Rick Pitino and Bill Reynolds

Fit-X San Diego Personal Development

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- I. Why this book?
 - A. Most closely matches personality type, ages and stage of life we deal with in several of our new associates and clients.
 - B. Ten easy to use steps.

- II. Who is Rick Pitino?

- III. How this personal development exercise is set up.
 - A. First read the book for yourself.
 - B. There is a worksheet for each of the ten steps.
 - C. I encourage you to take notes as you read each step, write down your interpretation of the Key Points as they appear at the end of each section and then perform any provided exercises.
 - D. Then go back through your worksheets and think about each person in your organization and your clients and make notes regarding how you can help them succeed with each of the steps. .
 - E. Be sure you are maintaining an activity log for each client and make notes regarding observations you make during session and notate any way you can use one of the 10 steps to improve their performance in their next session and to ultimately reach their goal(s). FOLLOW UP be reviewing your notes and planning ahead!

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Deserving Success

Work Ethic
Hard Work
Takes Time
Believe It

Can you honestly say that you have worked as hard at this as you can?

Know your team:

Trainers; this means your clients
Group Fitness Instructors; this means your class participants or general class personality
Service Sites Coordinators: this means the trainers and group fitness instructors serving the sites you manage

The Favorite Game

Do you Care? Do you know what motivates your team members?

NAME	MOTIVATOR
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Perform this exercise for each client and class.
SSC's perform this exercise for each trainer and instructor in your organization.

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Step One- Build Self Esteem

“Our self esteem is the value we put on ourselves.”

“People who have high self esteem.... Are risk takers and achievers.”

“Characteristics of people with low self esteem....lack of discipline, poor organizational skills, inability to finish things, sense of discontent, sensitivity to criticism, envy others....”

“Individuals with great self esteem do great things.”

You're In Control

Find Your Role In The Game

It's Never Too Late To Change

We must Deserve Self Esteem

We All Need To Be Valued

5 KEY RULES

- 1)

- 2)

- 3)

- 4)

- 5)

EXERCISE

Make a list of your personal Strengths and Weaknesses

Strengths

Weaknesses

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

SSC's evaluate yourself two ways; as a fitness professional and a manager.

Upon completing this exercise, seek out opportunities to work on those weaknesses, make a plan and schedule/budget them in to your personal/professional/practical continuing education for the year. Taking this step is planning for and therefore deserving success.

Trainers: take out some paper and do this same exercise for each client.

SSC's: do this for each trainer and instructor in your organization based on what you have observed, heard them say and other credible feedback you have received.