Teach, Learn, and Communicate! (TLC!)
Mary Yoke, PhD (ABD), FACSM and Carol Kennedy-Armbruster, PhD, FACSM

TAKE AWAYS

- **Teach**: Broadening communication skills may enhance adherence rates and bring in new participants. A variety of behavioral and evidence-based methods will give you tools to deliver encouragement, education, and entertainment!
- **Learn**: How to change our communication styles and messages to embrace the 80% of the population who aren’t getting enough movement.
- **Communicate**: New learning strategies to communicate will help you broaden client enjoyment and meet participants where they are.
- **Experience Feel Good moves and leave with an educational handout to use in your class tomorrow.**

EXERCISE: The Functional Progressive Exercise Continuum (2004). Focused on mode of movement but lacked communication language; effective for those in the Action or Maintenance stages of change.

<table>
<thead>
<tr>
<th>Safe</th>
<th>Risky</th>
</tr>
</thead>
<tbody>
<tr>
<td>Easy</td>
<td>Very hard</td>
</tr>
<tr>
<td>Appropriate for almost everyone</td>
<td>Appropriate only for the very fit</td>
</tr>
</tbody>
</table>

COMMUNICATION MODEL: Addresses cueing methods according to where a person is on the continuum with a particular exercise.

<table>
<thead>
<tr>
<th>Cues are simple</th>
<th>Cues are educational/detailed</th>
<th>Educational/detailed cues are minimized</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advocate pleasure/enjoyment</td>
<td>Advocate pushing hard/to maximum</td>
<td>Measure exercise status/competition</td>
</tr>
<tr>
<td>Lots of check-in</td>
<td>Tactile cues can be key</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Cues for beginners</th>
<th></th>
<th></th>
<th>Cues for those who are advanced</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Cue Review!

*Tactile* – Place fingers between shoulder blades and tell participants to scrunch!
*Body awareness, sensory* – Contract biceps and feel muscle movement
*Alignment* – Posture: lift chest, press shoulder blades down, knees soft
Educational – Gluteus Maximus/potential to be strongest muscle in the body
Safety- Keep knees slightly bent to avoid overstretching the ligaments
Motivational – YOU GOT THIS! HIGH FIVE! IT’S YOUR DAY!
Visual- YOU point to lifting crown of head up; pressing shoulders down
Directive/non-directive – DO AS MANY AS YOU CAN IN THE NEXT MINUTE

COACHING VS. TELLING; communicating throughout the stages of change

<table>
<thead>
<tr>
<th>Pre-contemplation</th>
<th>Contemplation</th>
<th>Preparation</th>
<th>Action</th>
<th>Maintenance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Immediate rewards</td>
<td>Mindfulness</td>
<td>Rapport building</td>
<td>Direct cueing</td>
<td>Directive</td>
</tr>
<tr>
<td>More listening than talking</td>
<td>Align with client’s goals</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Empathetic, non-judgmental</td>
<td>Avoid encouraging people to change when they’re not ready to do so</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Health coaching model:</td>
<td>Fitness expert/health educator model</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Active listening</td>
<td>Looks for common errors</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Open-ended inquiry</td>
<td>Motivates client to high level of fitness</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Perceptive reflections</td>
<td>Problem solver</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Positive reframing</td>
<td>Help client identify benefits</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Identify barriers to getting started</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Develop a plan, set small goals, use reminders</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Teach self-monitoring</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

LET'S PRACTICE:
Coaching questions for people on the left side of the continuum
1. What’s on your mind?
2. And what else? (AWE)
3. What’s the real challenge here for you?
4. So what do you want?
5. What was most useful for you today?

FEEL GOOD MOVING – THIS IS FOR YOU! HANDOUT EXAMPLE/RELAXATION

References:
Daily Movements

Upper Back
- With arms at sides, bring forearms parallel with ground.
- Pull elbows back and squeeze shoulder blades together like squeezing a pencil.
- Bonus: Add a resistance band.

Shins
- Sit with shoulders over hips.
- With heels on floor, lift toes.
- Bonus: Alternate lifting toes; move toes in different directions.

Inner/Outer Thigh
- Stand with feet hip-distance apart.
- Slightly bend left leg.
- With bottom of right foot barely grazing the floor, move in clockwise motion then reverse.
- Repeat with other leg.

Sit to Stand
- From seated position, stand using only one leg. Repeat with other leg.
- Bonus: Stand and close eyes; stand and turn head side to side.

Daily Movement Stretches

Abdominals/Torso
- With feet flat on floor, sit in middle of chair.
- Align shoulders over hips and raise arms overhead.
- With your right hand, grab your left arm below the wrist and gently lean to the right for three deep breaths.
- Return to center, then repeat on left.

Sides of Back
- With shoulders over hips, raise arms overhead.
- Make a fist and pull one elbow down by your side, squeezing as you go.
- Repeat with other arm.
- Bonus: Add a resistance band.

Chest
- Gently place hands behind head.
- Maintain good posture with feet flat on floor.
- Slowly push elbows back until you feel a stretch in chest. Breathe deeply!

Wrist
- Take left arm straight in front of you with palm facing the wall.
- Use your right hand to grab onto the fingertips of your left hand and gently pull the fingers back.
- Repeat with other hand.

Reminder:
- Listen to your body. These movements should make you feel refreshed and energized.
- If any movement is causing pain or unusual discomfort, trust your body’s signal and stop.
- Aim for light-intensity activity throughout the day.
- 20/20/20—Every 20 minutes, get up, look 20 feet away, and do 20 seconds of movement.