



R.P.R.

It is time to discover who you can really be!

The Path of Least Resistance

The path of least resistance is a theory that explains the forward motion of a given object or entity as it relates to a set of alternative routes. This concept is often used to describe why an object or entity takes a given path.

In physics, *the path of least resistance* is always taken by objects moving through a system. For example, water flowing downhill follows the path of gravitational least resistance as it is pulled downward. Electricity flowing through a circuit will seek the path of electrical least resistance. Atmospheric disturbances, such as storms, flow on the path of barometric least resistance by flowing toward zones of lower air density which offer less impedance to the storm system than higher density zones.

In human behavior, *the path of least resistance*, is used as a metaphor for personal effort or confrontation. A person taking *the path of least resistance* will avoid strenuous personal effort or formidable confrontation in their attempt to reach a desired outcome. That desired result or achievement is your goal.

With regard to human behavior, *the path of least resistance* is often not the best path. Unlike water, electricity and weather, human beings have a brain. Your brain gives you the unique ability to think, to dream, to evaluate, and to choose. It is your brain that determines your goals and the best route in achieving those goals. It is also your brain that often gets in the way of your success.

Utopia

In a fantasy world, *Utopia*, there is no hardship, no pain, no illness, no stress, no competition, and there is no self destructive behavior. In Utopia, there are no detractors to prevent you from being successful. In Utopia, everyone is fit, strong, thin, rich, popular, healthy, and all our relationships with family and friends are loving. In Utopia, work is only for people who choose to work. Everyone is a winner in Utopia, hedonism rules and success comes easy, too easy.

Think for a moment. Utopia is not your dream, it is your nightmare. A healthy life is a journey with a series of challenges. Victories and defeats are essential components to that journey. Without the tasting a bitter defeat, one can not appreciate the sweet taste of success. Healthy human beings seek challenges. Challenges invigorate us, it often defines our lives. In Utopia, there are no significant obstacles to offer challenge. The novelty of a Utopian life would quickly fade and instead evolve into a life of stagnation, boredom, and dysfunction. Thankfully, there is no Utopia.

Maxfit

My name is chrismiller. My wife's name is Amy. We own Maxfit. Maxfit is an indoor cycling, personal training, and pilates fitness training facility. We are coaches. We are dedicated to educating, motivating, and leading people of all fitness levels to achieve, regain or maintain their personal health goals. A good coach is able to inspire a person or a team to do something they may find uncomfortable to get to a place they want to be.

Maxfit is **not** a fantasy, it is **not** Utopia, and it is **not** a world of guaranteed success. Maxfit exists in the real world, a world of hard work, inconvenient sacrifice, gratifying successes and disappointing failures. Those people, who join Maxfit, invest their precious time, valuable physical mental and spiritual energy and their hard earned money for one reason. They want results. Each Maxfit client has a unique list of priorities, goals and excuses. The challenge is to be honest about what you are willing to sacrifice to reach those goals.

We are honored by the faith each person who enters our facility places in our experience, knowledge and professionalism. We take this responsibility very seriously. In order for our relationship with our clients to be long lasting and mutually successful, we need to understand your goals, your priorities, your excuses, and our role in helping you succeed. We believe that an honest relationship between the coach and client is essential.

It is with this in mind that Maxfit introduces **R.P.R.**

R.P.R. will help you better define your realistic goals, identify your most powerful detractors, and distinguish between what is a legitimate obstacle or simply an excuse to deflect personal responsibility.

R.P.R

RESULTS. PRIORITY. RATIO.

Definition of terms:

Result - re·sult [ri-zuhlt]...noun

the desired outcome or beneficial consequence of an invested effort

Priority - pri·or·i·ty [prahy-awr-i-tee]...noun

a special importance or attention given to invested time

Ratio - ra·tio [rey-shee-oh] ...noun

a relationship between two entities

12 Questions:

1. What is your goal when you come to Maxfit?
No seriously, stop, think, and take a moment - what is your real goal?
2. How important is that goal?
3. How realistic is that goal?
Why do you say that?
4. Is it really a goal, or just a dream? Remember, a goal has the element of time.
5. How often have you made an effort to achieve your goal?
Once, twice, three times, or too many to count?
6. Why have you been unsuccessful? Be honest with yourself. What's your excuse?
7. Have you ever used a plan that other people have used with success?
8. Why have YOU been unsuccessful when others have succeeded? What is your excuse?
9. Is your goal truly a priority, or simply another example of instant gratification?
(For example: You feel great every time you go to Maxfit to Spin or train. You are ready to re-commit yourself to start a healthy attitude toward food and drink, then after a few days or a few weeks life gets in the way.)
Why do you sabotage yourself with instant gratification and therefore prevent yourself from the pleasure of enduring happiness?
10. Again, what is your goal and is it a priority?
11. Do you repeatedly gravitate toward the same path of least resistance, the one you have traveled repeatedly, only this time you expect a different outcome, or are you willing you venture into unfamiliar trails that are uncomfortable to navigate but with the chance for discovering a better version of yourself.
12. There will always be an excuse, aren't you getting tired of hearing your own rationalizations for failure?

The following is a worksheet to help you determine your real goals, your legitimate priorities and your tired excuses.

R.P.R. WORKSHEET

Priorities

On a scale of 0 to 5, rate the following issues as they relate to you with respect to the time you spend at Maxfit.

- 0 – Please leave me alone, I am too busy for this nonsense. Let me do my own thing. I like Maxfit, but I don't want to be hassled.
- 1 – This issue is not applicable for me, but I value the time I spend at Maxfit.
- 2 – This issue is a concern, however I feel as though I have it under control.
- 3 – This issue is a concern, however I have a plan and am self motivated to achieve success on my own. I am confident with my plan. If I need help I will let you know. Thanks.
- 4 – This issue is a significant concern in my life. It is a priority. I need a coach to assist me in succeeding. I am willing to make uncomfortable sacrifices.
- 5 – This issue is a major concern in my life. I have been battling this issue for a long time. It is a top priority. I have proven in the past that I am not equipped to succeed on my own. I need a coach to educate, motivate and show me how to succeed. This time I am ready. I know I can do it.

Desired Results from Maxfit Training:

Score

- | | |
|---|-------|
| 1. I need help reducing life's stresses. | _____ |
| 2. I need help training for a sport. (cross training) | _____ |
| 3. I need help to improve my general health, cholesterol, blood pressure, etc. | _____ |
| 4. Address knee, hip or ankle pain. | _____ |
| 5. Address neck, shoulder or wrist pain. | _____ |
| 6. Address back pain. | _____ |
| 7. Improve cardiovascular endurance. | _____ |
| 8. Improve lower body strength. | _____ |
| 9. Improve upper body strength. | _____ |
| 10. Improve core strength. | _____ |
| 11. Improve flexibility and balance. | _____ |
| 12. I need to gain weight. | _____ |
| 13. Lose up to 10 pounds. | _____ |
| 14. Lose up to 20 pounds. | _____ |
| 15. Lose over 20 pounds. | _____ |
| 16. I love the motivating words, phrases, stream of consciousness. | _____ |
| 17. I need help waking up and get my day started, this is a great way to do it. | _____ |
| 18. I want to be part of a team. | _____ |
| 19. I need help thinking about what is possible. | _____ |
| 20. I need help keeping focused on my goals. | _____ |
| 21. I need this time for myself. | _____ |
| 22. I like the networking, camaraderie and friendships. | _____ |
| 23. It forces me to take time to plan my day. I value that. | _____ |
| 24. I don't know how to train properly. I trust chrismiller's plan. | _____ |
| 25. I am a fan of chrismiller. He is smart, creative, funny, motivating and kind. | _____ |
| 26. _____ | _____ |

(fill in your own desired result from Maxfit training)

Reasons vs. Excuses

If you need rationalization for not reaching your health goals, canceling your fitness training or Spin sessions, or simply not showing up for a scheduled appointment; the following is a partial list of great reasons and excuses that can help you justify your behavior. Please feel free to add personal ones that work best for you. All these examples demonstrate priority. Many are justified, others are questionable. You decide what is a genuine reason and what is just a tired excuse.

GENUINE REASONS

- ✓ My son/daughter/husband/wife/parent/close friend or relative is sick and /or needs my help.
- ✓ I was up late trying to finish an important work project that is coming due.
- ✓ I was up too late because the Mets were in a playoff game. It may never happen again.
- ✓ There was an enormous storm that knocked out our power and blocked in my car. I couldn't leave.
- ✓ I am going on vacation/business trip/ doctors appointment/moving out of the area.
- ✓ I am injured or sleep deprived. *These ACUTE issues need to be addressed now before they become CHRONIC problems.*
- ✓ I am no longer interested in Maxfit or chrismiller's services. Thank you, let's still keep in touch.

EXCUSES

- I was too tired this morning because I watched a great movie until midnight. I couldn't wake up.
- **My alarm clock is defective. I didn't hear the third snooze alarm.**
- I don't want to lift weights. It makes me too bulky. I only want to tone up.
- I heard that biking makes your legs bigger. I don't want big legs.
- It's too cold, hot, humid sunny, snowing, raining and windy.
- My Spin shoes/sneakers are in my other car.
- I am starving at night. I need that snack at 10:30pm.
- My wife/husband tempts me to overeat because she/he is a great cook.
- I have junk food in my house for my kids, it's too hard to resist.
- If I exercise, it makes me hungrier.
- I am not into group or indoor exercise.
- I'll worry about my bone density when I am old.
- I am on a no fat diet, why am I gaining weight.
- I lost 12 pounds in one week. The watermelon diet works best for me. I take a lot of vitamins.
- My dog had an emergency dental appointment.
- I told you I wasn't coming on Monday because my finger hurt; I assumed you would not expect me to come on Wednesday either. My finger still hurts.
- My wife/husband was supposed to call you. What's your telephone number & e-mail address? I forgot.
- But I sent you a text. **(If I do not respond to your text, please try again.)**
- I hate breakfast. I save those calories for night time. I wait until noon before I eat.
- **I do 250 crunches every night. Where the hell is my six pack?**
- Water has no taste. I love my Café Latte. How many calories are there in white wine?
- I'm not giving up my favorite food even if it sets off a chain reaction of poor food choices.
- **I do not have a spare 5 hours per week to improve my physical and mental health.**
- I do not have the money. I am saving my money for a sports car/designer handbag/liposuction/etc.
- I am not an athlete, but I love to play with my dog. Can I walk Carly and Lexie for you?
- Everyone in my family is over weight. I think we all have a thyroid problem. It's not fair.
- I have tried every diet. No diet works. I promise I will exercise 2 hours a day instead.
- **I paid for a reserve bike, if I don't show up it's my choice. Let Maxfit keep my money.**
- I am waiting to lose the fat before I lift weights. I don't want to put muscle over my fat.
- I don't need a physical because - I feel great/I am a doctor/I am only 40 years old/ I don't want to know.
- **chrismiller trains so many people in groups, he is not going to notice if I don't show up. It is not going to affect his schedule. It's not like he is waiting for me.**
- I am so tired from making up excuses that I have to rest. How many calories do I burn when I sleep?

THIS IS VERY IMPORTANT

My goal is to help you achieve your goal. My **R.P.R.** is a **level 5**. I am passionate about my role as a coach. A good coach is able to motivate and inspire another person or a group of people to do something they may not want to do, to help them get to a place they want to be. I want to be a great coach. I do not want to force my priorities on to you. I want you to be proactive. Tell me what you want in return from the time, effort and money you invest in my services at Maxfit. Please identify and prioritize your three primary goals. Should you choose to keep your goals private, I will respect your decision. This is a voluntary exercise. I am very ready to help those of you who want my help in achieving results.

If you are interested, complete the following:

1. Separate this page from the R.P.R. manual.
2. Keep the manual in a safe place. Refer to it as necessary.
3. Use the worksheet to help you fill out the opposite side of this page.
4. Return this page back to me (chrismiller) within 7 days.
5. I will not ask for it. It is your decision to return it or not.
6. If you do not return it within 7 days I will respect your decision. If you believe you are on the right path to success, please continue with what works for you. I find rewarding success when you to succeed.

Please complete and return to chrismiller

Choice number 1

I am completely satisfied with chrismiller's coaching and my experience at Maxfit. I am well on my way to achieving my desired results. Thank you.

Name _____ Signature _____

Comments:

Choice number 2

I have not yet achieved all the results that I want. I want chrismiller to help me. It is a priority in my life to make a change.

Name _____ Signature _____

Great!

List your top three REALISTIC goals that can be achieved by training on the bike or in the gym with chrismiller. You can refer to the worksheet or simply submit your own thoughts. Be as specific as is necessary for chrismiller to understand.

1. _____

2. _____

3. _____

Comments: