

# First 5 and Last 5: Openings & Exits

**Lawrence Biscontini, MA**  
International Spa and Wellness  
Consultants  
“wellness without walls™”

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## Description

Research shows (IHRSA.org) clients remember the first five and last five minutes of personal training sessions and group fitness classes. Having polished, prepared and professional introductions & conclusions can help set you apart from your peers and even impact job security. Join Lawrence and practice dozens of ways to make an impact in the way you start and finish your sessions.

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- Functional Performance Stability
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- Kipranj
- Lifestyle & Behavioral Coaching
- Mastering Social Media
- Moms in Motion
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- Pilates Matwork Small Apparatus
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## Introduction

1. Namaste and Welcome
2. Purpose:
3. Theme:
4. Ice-Breaker:
5. Format:
6. Our Journey Today:
7. Terminology:
  - a. intro/greeting/warmup/first 5
  - b. outro/transition/exit/last 5

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## Theory

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## Theory



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## Components of Intro: SAY



*Gratitude*

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14

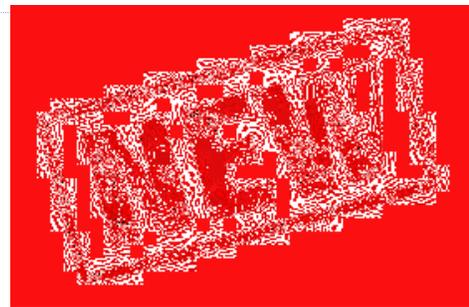
## Components of Intro: SAY

1. Purpose (constant)
2. Format of Class (e.g. Tabata)
3. Focus Theme (changes)
4. Equipment
5. Teaser #1
6. Intensity Reference

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## Components of Intro: SAY



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## Components of Intro: SAY

8. Verbal Hug
9. Reflect Your Message/Hashtag
10. Guidelines/Rules/Announcements



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## Components of Intro: SAY



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## Components of Outro: SAY

PT Only: S.H.E.

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## Components of Intro: DO



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## During the Experience

- restate our \_\_\_\_\_
- underline our message/hashtag
- bring \_\_\_\_\_
- reference our \_\_\_\_\_ options
- walk around with \_\_\_\_\_ options

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## Theory



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## Components of Outro: SAY

1. Gratitude
2. Restate the \_\_\_\_\_ and \_\_\_\_\_ by Asking
3. Teaser #2
4. Transcend 1 Movement or Thought by Giving Homework
5. Social Media Reason
6. Reminder of Cardio/Flexibility/Strength
7. Verbal Hug
8. Consistent Closure (Reflecting Message/ Hashtag) and from where

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## Components of Outro: SAY

PT Only: S.H.E.

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# Components of Outro: DO

The Importance of Your Final Songs



## Notes

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## Notes

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## Notes

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## Notes

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## Summary:

Homework:

Resources:

Final Take-Home Message:

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