

Goal based Grand Experience

How to prepare for class as per goal

Grand Experience

Revision

A GRAND experience class

<u>G</u>	<u>R</u>	<u>A</u>	<u>N</u>	<u>D</u>
Greet them with a happy morning/afternoon/evening	Remind them about you and your profile	Ask them about their problem	Not just another Yoga class (Tell them about Mind + body + Nourish and tell them about the 6 structure class)	Details about outcome, transformation and app

G-Greetings and Intro

Greeting the User (30 seconds)

G =_Great Smile. Greet with a smile



**How do you feel
when you see
this image ?**

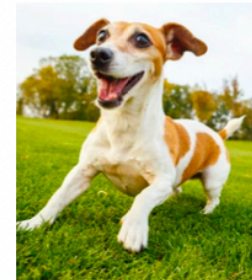
When you dont look
happy, they wont be
excited.



**How do you feel
when you see
this image ?**

When you look
happy, they will be
happy. Your smile is
very precious.

G = EnerG Sound excited and happy to start the class



- Check the time of the day and greet

Example

**Happy Morning (5 am
to 12 pm)**

**How was your previous
day**

**Happy Afternoon (12
pm to 4 pm)**



**Hope your morning has
begun well**

**Happy Evening - (4 pm
to 9 pm)**


**Hope your day was
good or How was your
day ?**

R- Reminder

Remind them about you and your profile/ Introduce yourself (2 mins)

<p>R = Remember to tell your name.</p> 	<p>Namaste from SARVA, my name is Rahul.</p>
<p>R = Remember your old students. ❤️</p> 	<p>I have taught 600 students at my happy place, which is SARVA.</p>
<p>R = Reassure them that it is ok to make mistakes</p> 	<p>Today is your first class with me and SARVA so its okay to make mistakes. Lets start with a positive mindset</p>

SARVA
YOGA AT HOME

<p>R = Remind the user</p> 	<p>When you sign up with SARVA, you will have a coach like me available for you throughout your journey</p>
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Other things you can say :

- I am super excited to be a part of this ecosystem whose vision is to connect 7 billion breaths and guess what you are one of them.
- I am an instructor at SARVA but I would like to call this my happy space and I hope after this trial class this becomes your happy space too.
- Welcome to the SARVA community of yogis.







Ask




Ask about their problems to understand the user and understand them (2 mins)

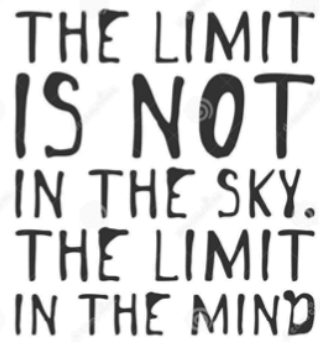
<p>A≡After the class ?</p> 	<p>Some people want to start the class immediately. So ask them if they want to discuss their problems after the class ?</p> <p>Sir/Madam do you want to discuss your goals in detail now or after the class ?</p> <p>If they say NOW, discuss it. If they say AFTER Go to the third point of asking about injuries</p>
<p>A≡Ask for injuries</p> 	<p>Be aware of the member's goals beforehand, ask for injuries or any problems beforehand.</p> <p>SIR/Madam, my team informed me that your goal is _____. I have designed a class, before we start, can you please tell me if you have any injuries or surgeries ?</p> <p>No injuries, no surgeries.</p>

<p>A≡Aha !</p> 	<p>Take the flexibility/breathing test. So people will think AHA! Other trainers didn't ask me to do this...WOW...SARVA trainers are really amazing</p> <p><u>Before we start, there is a small health test we need to do, to see what is your lung capacity.</u></p> <p>After test,</p> <p><u>Thank you Sir/Ma'am we will do this again later.</u></p>
<p>A≡ Are you afraid ? Don't worry, we are here</p> 	<p><u>Are you afraid that you will not reach your goals ? Don't worry, we are here to make sure that you reach your goals ! Lets start with MCT.</u></p>

Not just another Yoga class /What will the user learn) (1/2 mins)

<u>N = Not just body movement</u>	<u>Yoga at SARVA is not just about body movement; there are 6 steps in the class.</u>
	1)Mind calming techniques
	2)Gentle stretches
	3)Yogic cardio
	4)Yoga flow
	5)Musical relaxation &
	6)Pranayama + Meditation

<p>N= New things they will learn today</p>  <p>He is BITTU, Bittu likes to learn new things</p>	<p>Class description in one line BITTU Benefits of class Intensity of class Target area Time of class Usage of props</p>
<p>N= No distractions</p> 	<p>Give full attention to the member</p>
<p>N= Nourish, Body and Mind</p> 	<p>One tip each. For more tips, we will share an email with you please check it later.</p>

<p>N= No limits</p> 	<p>Please remember, your body is very powerful. You can cross any limits you want.</p>
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Other things you can say :

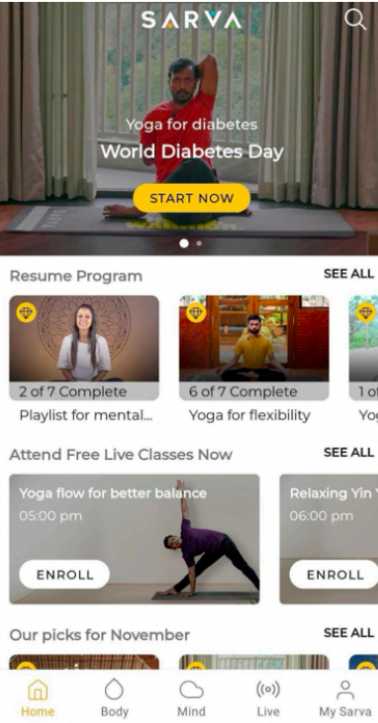
Today's Diet tip - Try Drinking at least 2-3 litres of water since it lubricates the joints, regulates body temperature & blood pressure and flushes out all toxins in the body.

1 Lifestyle tip - Have an early and a light dinner since it helps you sleep better, improve digestion & improves metabolism

1 very interesting and final tip-

When you wake up, try waking up with your favourite music as your ringtone. Try and you ll feel a lot better Do let us know how you feel once you have tried the tips shared with you.

Details about outcome, transformation and app (5 mins)

D = Do you feel nice ?	How did you enjoy the class Sir/Ma'am ?
D = Did you see our app ? 	Please download our app for more interesting workouts like these. We have meditation, sleep stories, kids Yoga and many such workouts.
D = Do give feedback ?	Please share your feedback on this session and tell us what more we can do for you. You will get a feedback from on your email.

Other things you can say :

Whatever goal you have in mind, I will guarantee you that you will achieve it. I am accountable for your goal and you may choose whether you want to achieve it in 3 months/6 months or 12 months.

BYE BYE : Smile when you say good bye.



Thank you for taking the trial class with me, my name is **Trainer Name** and hope to see you soon on the mat.

Zoom Class ends

Weight loss as a goal

Goal based grand experience

Lets ask ourselves this...!!!

What is the main purpose of this goal ?

What are some basic categories of clients you may experience with this goal ?

How can Sarva help ?

How can you help ?

How do you make the clients trust you/ your expertise ?

How are you different from all the other coaches in the market ?

What are the measures you will take to ensure results ?

If clients achieve goals, how does your future look ?

What kind of clients would you expect ?

Did you know

There are more than 1,750 "fad" diets in the market today, a combined 13,000+ diet and fitness apps available in the Apple App Store and Google Play Market, and over 857,000 YouTube channels dedicated to health and fitness. Most of this content is available for free to consumers, providing the ultimate "try-before-you-buy" strategy.

Why will you buy a Sarva weight loss program?

- ▶ 25 forms of yoga, including prop classes like, chair,sculpt and belt.
- ▶ Goal based plan (depending on the sessions taken)
- ▶ Personal coaching
- ▶ Nutrition guidance
- ▶ Pre-recorded videos
- ▶ Progress tracking
- ▶ Monthly challenge
- ▶ Total transformation

Pre-trial check list

- ▶ Design the class keeping the clients fitness level in mind.
- ▶ Make sure you research the health issues and injuries mentioned by the client thoroughly.
- ▶ Confirm trials appointment.
- ▶ Clothes/presentation check.
- ▶ Device check.
- ▶ Background, light, sound check.
- ▶ Class format check (6 steps + Goal based grand)
- ▶ Plan check
- ▶ Energy check

Program name - Calories crusher

- ▶ This is a high intensity, weight loss focused class that includes cardio and strength poses and practices. This class is characterized by fast yogic movements that use the body and breath sync.
- ▶ This class is packed with power moves like yogic burpees, dynamic lunges, boat to low boat, downward facing dog to upward facing dog, chair squats, warrior II to skandasana etc
- ▶ This class is all about sweating it out and having fun with creative and interesting postures and moves.

Greetings

- ▶ If you are wishing them as per the time of day, make sure you know which part of the world are they connecting from.
- ▶ Make sure you can pronounce the name of the client correctly.
- ▶ Make sure you smile and keep the energy high no matter how you actually are feeling.
- ▶ First impression is the last impression, dress like a fitness instructor.
- ▶ Get to know your client- fitness level, have ever practiced yoga before, what style, what do they like, pace and intensity etc.

Lines you say

- ▶ - Hi, xyz, how are you today?
- ▶ My name is abc and I will be your yoga instructor today.
- ▶ I can help you loose weight through yoga in an effective way.
- ▶ What is your current weight and goal weight ?
- ▶ I know you have *** health issue/** injury, Before we begin, I would like to hear from you
- ▶ how/when did you get this injury/ health issue ? Tell them as per their issues/injury how will you conduct the class.
- ▶ In case of chronic pain ask questions like what is the pain levels at currently from 10 to 1, 10 being the highest etc
- ▶ Always listen to the client and respond accordingly
- ▶ Sarva 6 part class structure, explain in brief.

What to say about the class/ flow

- ▶ Thanks for sharing all the information
- ▶ I have customised today's class as per your goal
- ▶ Today, we will be doing a warrior yoga flow that will work on the whole body to improve strength, stamina and flexibility while also focusing the mind.
- ▶ I will keep the intensity and pace as per your comfort
- ▶ I will keep checking with you if you are ok with the pace and intensity and if we can take it up a notch or tone it down.

Note- You can say all this while you are doing their mobility & dynamic stretches as well

What does the coach need to REMIND?

- ▶ Take enough breaks when they need, keep a bottle of water, communicate with the trainer throughout
- ▶ Feel free to stop me through out the class if you have any doubts or questions.
- ▶ Also I will focus on your alignments today, so that you get the posture correctly and we have an injury free class

What question can the coach ASK?

- ▶ Do you have a goal in mind.
- ▶ Is there any health issues or injuries I should be aware of ?
- ▶ Have you practiced yoga before ?
- ▶ What style have you practiced before ?
- ▶ What are the other fitness activity you are into ?
- ▶ How is your lifestyle like ?
- ▶ Do you sleep well, and get enough sleep ?
- ▶ How much weight are you looking to loose ?

MALE		FEMALE	
Height	Ideal Weight	Height	Ideal Weight
4' 6"	28 - 35 Kg	4' 6"	28 - 35 Kg
4' 7"	30 - 39 Kg.	4' 7"	30 - 37 Kg.
4' 8"	33 - 40 Kg.	4' 8"	32 - 40 Kg.
4' 9"	35 - 44 Kg.	4' 9"	35 - 42 Kg.
4' 10"	38 - 46 Kg.	4' 10"	36 - 45 Kg.
4' 11"	40 - 50 Kg.	4' 11"	39 - 47 Kg.
5' 0"	43 - 53 Kg.	5' 0"	40 - 50 Kg
5' 1"	45 - 55 Kg.	5' 1"	43 - 52 Kg.
5' 2"	48 - 59 Kg.	5' 2"	45 - 55 Kg.
5' 3"	50 - 61 Kg.	5' 3"	47 - 57 Kg.
5' 4"	53 - 65 Kg.	5' 4"	49 - 60 Kg.
5' 5"	55 - 68 Kg.	5' 5"	51 - 62 Kg.
5' 6"	58 - 70 Kg.	5' 6"	53 - 65 Kg.
5' 7"	60 - 74 Kg.	5' 7"	55 - 67 Kg.
5' 8"	63 - 76 Kg.	5' 8"	57 - 70 Kg.
5' 9"	65 - 80 Kg.	5' 9"	59 - 72 Kg.
5' 10"	67 - 83 Kg.	5' 10"	61 - 75 Kg.
5' 11"	70 - 85 Kg.	5' 11"	63 - 77 Kg.
6' 0"	72 - 89 Kg.	6' 0"	65 - 80 Kg.

Health Test

- ▶ Breath test
- ▶ Flexibility test
- ▶ Strength test (plank/squat/warrior 2)

MCT

- ▶ Now recall all the divine entities and loving individuals who bless us with their presence, their work and inspire us to be better individuals, you can think of the supreme power.
- ▶ It may be universal energy, it can be a teacher or a friend or even a guardian in your life.
- ▶ Receive the energy from them, their blessing and their love and their positive vibes right now.
- ▶ Visualise this as a golden light flowing towards you, getting into your body from your toes into your heels, ankles and shins flowing into your knees filling your legs up completely.
- ▶ Let the light fill your hips, back and spine, filling all your internal organs and shoulders, filling your arms and filling your facial muscles.
- ▶ You are immersed in light and positive energy. Stay with this light through today's practice, let it heal you and guide you through the day.

Note-One can advise to keep Ujjayi breathing through the class keeping the precautions in mind.

Gentle Stretches

- ▶ Dynamic stretches and mobility drills are advisable
- ▶ Examples-
 1. Hip circles
 2. Lateral stretches
 3. Opposite to taps
 4. Twists reaches
 5. Step together
 6. But kicks
 7. Opposite knee opposite elbow

Yogic Cardio

- ▶ This is any dynamic movement that can lift the heart rate and help warm up the body and break a sweat.
- ▶ Example
- ▶ Yogic Burpees
- ▶ DD to Side angle
- ▶ DD to plank
- ▶ Dynamic squat
- ▶ Goddess squat dynamic
- ▶ Ashtanga suryanamaskar A, B
- ▶ Hatha suryanamaskar

Example- Warrior Yoga flow by Basavaraj



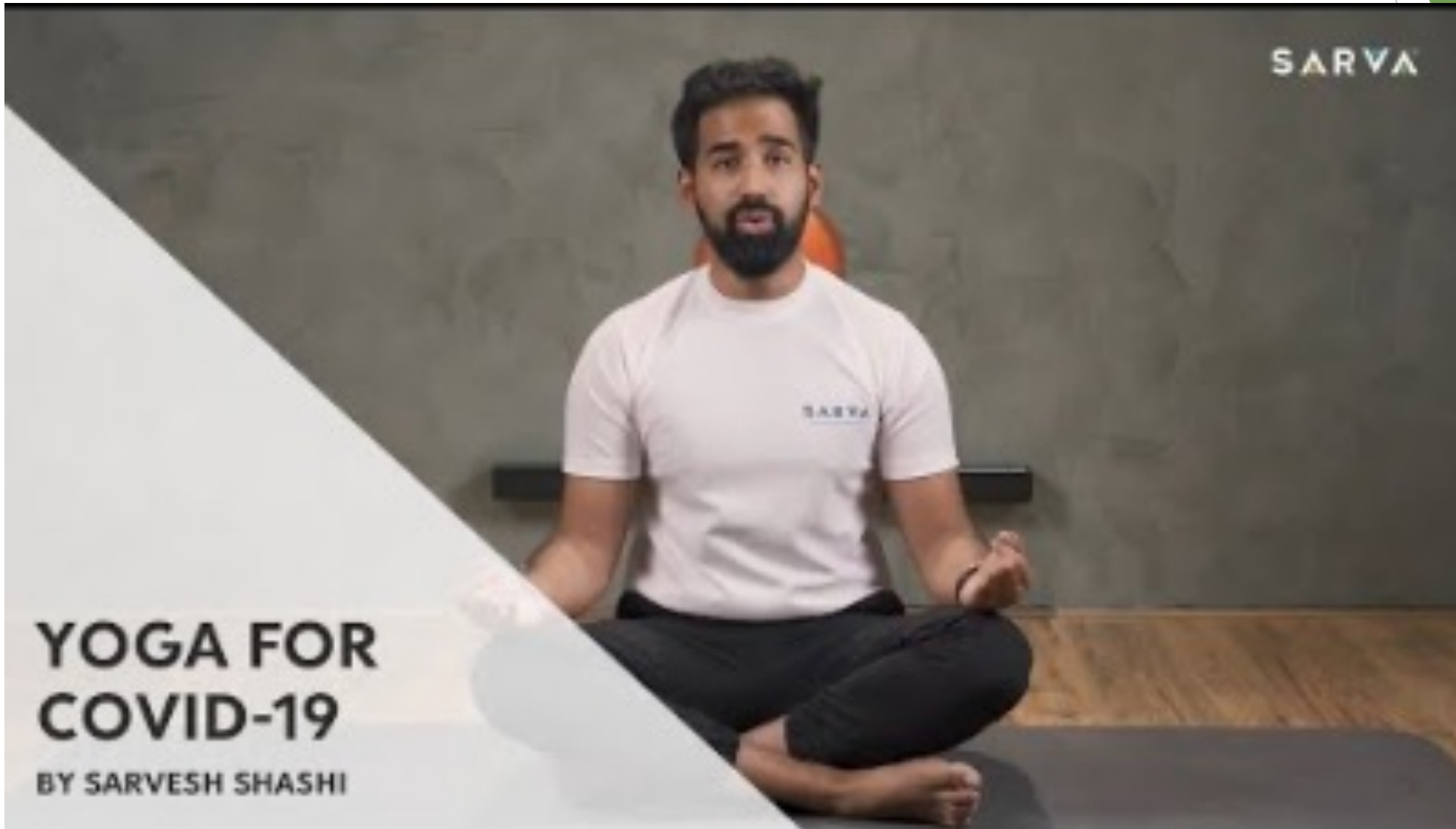
In class encouragement

- ▶ You are doing good.
- ▶ Very nice alignment.
- ▶ There is nothing you cannot achieve.
- ▶ Every step counts.
- ▶ Common one step at a time.
- ▶ Lovely.
- ▶ Good effort.
- ▶ Connect to your breath.
- ▶ Do not forget to breath.

Musical Relaxation



Pranayama (Kapalbhati) @1:50 Min



AGNISAR KRIYA



shvāsa
योग के साथ श्वासा

Ujjayi Pranayama & class end @28:00 Min



Post class questions

- ▶ Would you like me to design a plan for you, as per your goals and show you how I will help you get there.
- ▶ Did you enjoy the session.
- ▶ Hope you found value of your time.
- ▶ Is there anything else I can help you with.

General Fitness

Goal based grand experience

MCT

- ▶ Start breathing slowly and deeply, enjoy the rhythmic rise and fall of your abdomen, enjoy staying in the here and the now.
- ▶ With each breath, let go of tension in your body or mind with every exhalation. With each breath you arrive in the here and the now, feeling a swell of energy within you.
- ▶ Let this energy, this slow steady breath guide you through today's practice.

Note-One can advise to keep Ujjayi breathing through the class keeping the precautions in mind.

Gentle Stretches

- ▶ Dynamic stretches and mobility drills are advisable
- ▶ Examples-
 1. Seated lateral bends
 2. Seated cat cow
 3. Seated Torso rotations
 4. All 4s bird dog dynamic
 5. Gate side to side bends & bind
 6. Gate hammy stretch
 7. DD waves
 8. Lateral lunge reach
 9. Goddess lateral bends

What to say about the class/ flow

- ▶ Today, we will be doing a session based on the Five Tibetan Rites, also known as the 'Fountain of Youth'.
- ▶ This practice has a positive effect on the seven chakras of your body and makes your body feel rejuvenated and stronger.

What does the coach need to REMIND?

- ▶ Take enough breaks when they need, keep a bottle of water, communicate with the trainer throughout, do as many reps as possible.

Note- Keep the fitness level, health issues and age of the clients in mind and then decide the number of reps of the class

People with vertigo, cervical issues or any kind of balance or equilibrium problems should avoid the rotations

Keep a check on the wrist for revers table top to hollow back pose

Be mindful with people with back issue for the leg raises

Yogic Cardio

- ▶ Spot Jog
- ▶ Mountain climbers
- ▶ Plank knee tucks
- ▶ Warrior 1 switch's
- ▶ Bear press to DD
- ▶ lunge switch with modified pyramid
- ▶ DD step forward and back
- ▶ DD jacks or step

High impact for fit and interested clients only

Scatters, hop squat, Kneel and squat, DD hop in and out, DD heal to hip, Goddess squat hops

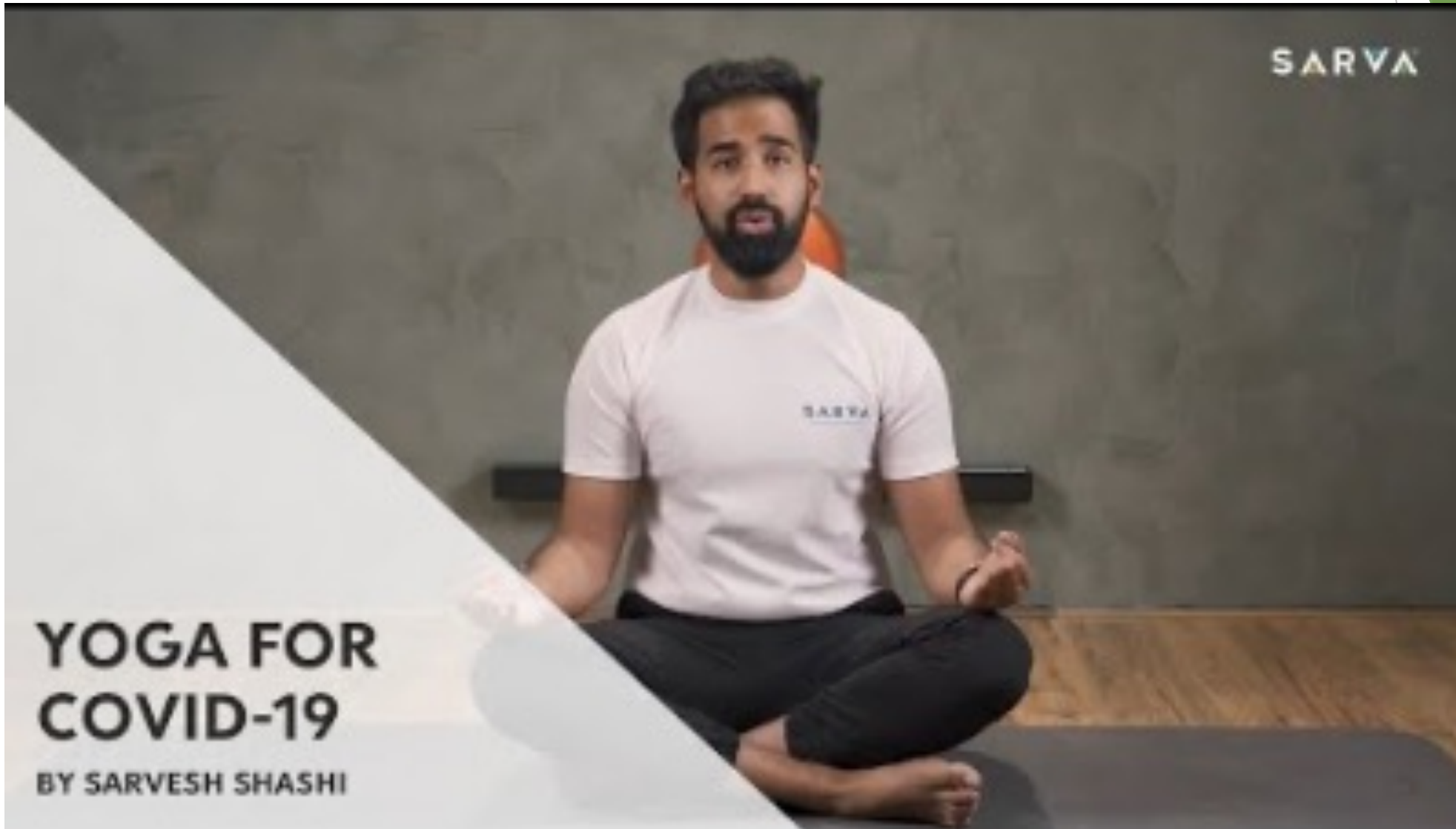
Main Flow



Meditation



Pranayama



Closing (refer to the end of the video)

