

## CHANGE



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## Hello!



Welcome to my monthly educational book. This book will be your bible over the coming weeks! In case you didn't know, nutrition will count for about 80% of your results. That's right 80%! There is an important lesson to be learned from the story below...

You see I used to have a client, let's call her Lisa. Now Lisa trained very hard and never missed a training session and so with all this effort and dedication to her training she thought that the scales and the measuring tape would really be moving in the right direction at her weights and measurement day.

I will never forget the look on her face when she found out that she lost only 1lb and half an inch from her waist. She was disappointed and so was I.

"You have read the information on the importance of nutrition and you have been using the recipe book I gave you?" I asked. It turned out she never read it because she thought she already knew about nutrition and that her personal trainer wasn't going to know more than she did.

Sometimes we learn the hard way! I'm pleased to say that once Lisa had become fully aware of the importance of nutrition for fat loss, we were able to make some important changes. 28 days later she was 14lbs down and almost 2 dress sizes smaller.

As the saying goes, "When the student is ready, the teacher will appear."

And you are ready! That's why you are reading this!

# Testimonials



I can highly recommend Maria Inglis team, I'm training with one of her PTs and I have lost 2 stone since November! I can honestly say that the professional approach, injected with humour, allows the sessions to be tough but fun. I have not reached my goal yet, but I will reach it months earlier than I had expected! Happy to answer questions if you have them. Thanks Maria! #endorsedwithpleasure

## Cathy

I absolutely recommend coaches mentioned by Maria. They worked with me for over two years. He really knows his stuff and is both friendly and very patient! He is also knowledgeable in working with postpartum issues such as diastasis recti (separation of the abdominal muscles) and nutrition issues.

### Deirdre

Advantage Sports TRX Class makes a change from the boring gym!! I need to be pushed to limits and found the group great, different people with different levels of fitness but not competitive or intimidating! Loved it!

Chantelle

I really like all my workouts .... Fantastic!! Thank you Maria

Roxana



I am so lucky that I have found Advantage sports website! Leila is an incredible and patient teacher; she make me comfortable and motivated in every class! Her kind-hearted personality makes each session fun and allows me to feel comfortable in her practices, she gives me the chance to take my yoga to another level, she's fantastic!

Ayesha

If you don't try you will never know. Best training trainers I ever met. They are amazing and tailor your workout according to your body requirements.

Susan

Great company, fantastic trainers, can't recommend them highly enough.

Nicola

I would like to thank Maria for organizing a Trainer to come to my home to continue my rehabilitation physiotherapy started by the hospital. So far the exercises using the TRX have been varied and not overly taxing at the time, I do know all about them later and take it really easy for the rest of the day - but my range of movement is improving slowly, and pain levels are slightly down - both of which are a wonderful bonus. If anyone looking for a personal trainer give these guys a chance to prove themselves to you.

Jacqueline



I'd like to thank all the team at Advantage Sports. I use Advantage Sports a lot! I have a personal trainer, and he is fantastic. I had a hip injury which other supposed trainers made worse. My hip is great, I am stronger and much fitter. It is obvious that he really knows what he is talking about and makes workouts enjoyable, but tough enough to keep pushing you to new levels. Thanks to Maria and the whole Advantage Sports team!

### Sandi

Advantage Sport has been coaching me in the Masdar classes for over 6 months and I thoroughly enjoyed every single session as they are always fun, tiring and very rewarding physically. My PT is a very nice, respectful and professional trainer. He knows how to push you the limit and always try to make every class different and never boring. I have improved significantly the last months thanks to his hard working classes and I am looking forward to becoming even stronger in the future.

### Genevieve

Just wanted to let you know I have completed my 12 sessions with my trainer. She is an amazing trainer; she knows when to push you and when to let go. Thank you so much for sending her. I was on 111kg and now I am 95kg ... just following her guidance.

## Urooj

## Get in touch



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## Change



"Not everything that is faced can be changed, but nothing can be changed until it is faced."

### James Arthur Baldwin

Change is unremitting and just like death and taxes, change is one of the very few constants in life. Sometimes we are prepared for it, every so often it is forced upon us and occasionally we actively make the decision to change. Nevertheless, change for many of us is something that we would rather avoid, preferring to settle rather than embrace the transformation. Consequently, our reluctance and opposition make us ever resistant to change. Yet while we cannot control much of the world changing around us, we can control how we respond. We can choose to anticipate and embrace changes. Just as King Canute discovered when he commanded the tide not to rise, resisting change is like trying to stem the flood, futile and ineffectual.

So why the reluctance and resistance? Part of the reason is that change brings uncertainty, and here lies the crux, as many of us would rather be unhappy than uncertain. Neuroscience research (1) shows us that uncertainty generates a strong threat or 'alert' response in our limbic system\*. This leads to worry and speculation allowing our mind to create fictional outcomes, which in turn impairs our ability to focus on other matters at hand.



To our brain, uncertainty is like a form of discomfort or pain, that needs to be avoided. Whereas certainty feels rewarding and so we tend to navigate toward it planting the seed of 'habit', even when it might be wiser for us to remain uncertain.

\* The limbic system is a set of structures in the brain that deal with emotions and memory. It regulates autonomic or endocrine function in response to emotional stimuli and also is involved in reinforcing behaviour.



"Change. It has the power to uplift, to heal, to stimulate, surprise, open new doors, bring fresh experience and create excitement in life. Certainly, it is worth the risk."

Dr. Felice Leonardo Buscaglia

### Do your habits support you?

Confucius wrote, "The nature of people is always the same; it is their habits that separate them." There is nothing wrong with having habits; it is just that some habits can support us, while others hold us back. Successful people have effectively developed the behaviour patterns that support their success. In short, doing those things that the majority of us do not want to do, practicing them successfully and consistently refining and improving. If you believe your habits are holding you back, it is imperative to realise that the only thing stopping you from moving on, is the understanding that you can change. You do not have to be this person. You have made yourself into this person and you are far more than the sum total of your habits.

What precedes all our behaviours, actions and performances? What turns a dream into reality? Decisions. If you make the decision and choose to make some different choices to the ones you are making now, you will succeed.

On the whole, most of our daily choices are made unconsciously, they form habits and patterns that we are not even aware of. So, if we wish to change our habits, we first need to be aware of them. Then we need to work backwards from the habit to the daily routines that mould them. To change the habit, we need to change those practices.





To take this one step further and help facilitate change, we must consider the internal and external aspects of change. Simply put, we make an internal decision to change, which we then endorse with an external change. An example being the decision to lose weight, you make the conscious decision to improve your eating habits, which you then support by changing your external environment. By removing all the treats and sugary temptations from your kitchen cupboards, it becomes difficult for you to snack, and thus your weight loss process is supported. When we change our environment, it forces us to change.

**TASK:** Make a list of your habits, both good and bad. Try and identify those that support you in life and those that hold you back. Pinpoint the habits you would most like to change and develop an internal and external strategy to manifest this change.

Set yourself a realistic time frame in order for this to happen and enlist the support of friends and family to help make this change happen.

Change is life and successfully coping with change means choosing to grow and develop and flourish. Avoiding change, impinges growth and you wither.

*"If you do not like something change it; if you cannot change it, change the way you think about it."* 

Mary Engelbreit



### Is fear holding you back?

Our fear of failure reinforces our aversion to change and can slow down any progress. Much of this derives from our desire for perfectionism and having all our ducks in a row.

I will go on a diet after Christmas I will start exercising once I have lost some weight I will look for a new job when I get fitter

### I will start running once the kids go back to school

The truth is, there will never be a right time, as life always throws up complications. These procrastinations are merely ways to avoid the fear of failure. By setting unrealistic expectations, we leave ourselves open to criticism and disappointment, when it could be self-motivating and fulfilling if we aimed for smaller, more manageable goals first, which can then propel us on to overcome bigger goals and greater levels of success.



You might still doubt that you can change, but we are sure you know someone else in a similar situation to yourself who has broken their habit. Never forget that good and bad habits are tiny, daily choices that accumulate. Like a tree that grows a little each day, our modest choices accrue without much notice. By the time we become conscious that we have either a good or a bad habit, the habit has us.

Perhaps we would rather not look at our own lives and admit that change must happen if we are to grow. By and large it is easier to point to others who resist change than recognise or admit to our own change resistance. After all, change will create yet more change and will have an impact, not only on ourselves, but also on those around us and our environment. Burying our heads in the sand, putting up and shutting up, only prolongs the misery. But perhaps it is easier to remain distracted and discontent rather than address patterns of our behaviour. Could the thought of change be too great and hold too many fears for us to overcome?



"The greatest revolution in our generation is that of human beings, who by changing the inner attitudes of their minds, can change the outer aspects of their lives."

#### Marilyn Ferguson

Our beliefs form the cornerstone of our lives, allowing us to make sense of the world and how we function in it. Consider your life at the moment, if you are not happy with an aspect of your life at present and want to change, the first thing you need to do is question your beliefs and transform your mindset.



It can happen right now; you can amend the habits of a lifetime. You will have witnessed friends, family or work colleagues make a transformation. Whether that is losing weight, quitting smoking, changing their job, or leaving a relationship and happily moving on. Even if these are characters in a soap, or people you follow on social media, you will have probably observed others become more positive about themselves, build up their self-esteem, and generally enjoy a better quality of life. It is not possible to begin to imagine the harsh circumstances that some people have had to endure, day in and day out, but remarkably they chose not to let their situation impede their process of change. They simply made their decision and changed.

"It's not the strongest species that survive, nor the most intelligent, but the most responsive to change."

Charles Darwin

### Reference

1. Psychology in Spain, 2005, Vol. 9. No 1, 81-90 Attitudes To Organisational Change