

Welcome!

Thank you for joining us today.

The webinar, “Exercise is For Everyone” will begin momentarily.

Please note: This webinar is being recorded and the materials, including a transcript, will be placed on the National Disability Institute Assistive Technology Loan Program site, along with our other [AT Spotlight Webinars](#).

Captioning

- Real-time captioning is provided during this webinar.
- The captions can be found by clicking on the “cc” button in your Zoom controls at the bottom of the screen.

Submitting Questions or Technical Difficulties

For Q&A: Please use the Q&A box to post any questions you have during the webinar to Laurie Schaller.

If you are listening by phone and not logged in to the webinar, you may also ask questions by emailing HPrice@NDI-INC.org.



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Building a Better Financial Future

Exercise is for Everyone

hosted by National Disability Institute's
Assistive Technology Loan Program

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National Disability Institute (NDI)

We envision a society in which people with disabilities have the same opportunities to achieve financial stability and independence as people without disabilities.

Our mission is to collaborate and innovate to build a better financial future for people with disabilities and their families.

NDI's Assistive Technology (AT) Loan Program

Our services include outreach and promotional webinars, financial education and guidance on spending plan development, referrals to financial counseling or other programs that can help people get assistive technology.

NDI received grant funding through the U.S. Department of Education's Rehabilitation Services Administration for this program.

The contents of this orientation were developed under a grant from the Department of Education. However, the content does not necessarily represent the policy of the Department of Education, and you should not assume endorsement by the Federal Government.

Orientation Welcome

Today we welcome Joshua Grinstead, GGBCHCRC, owner of GYMGUYZ.

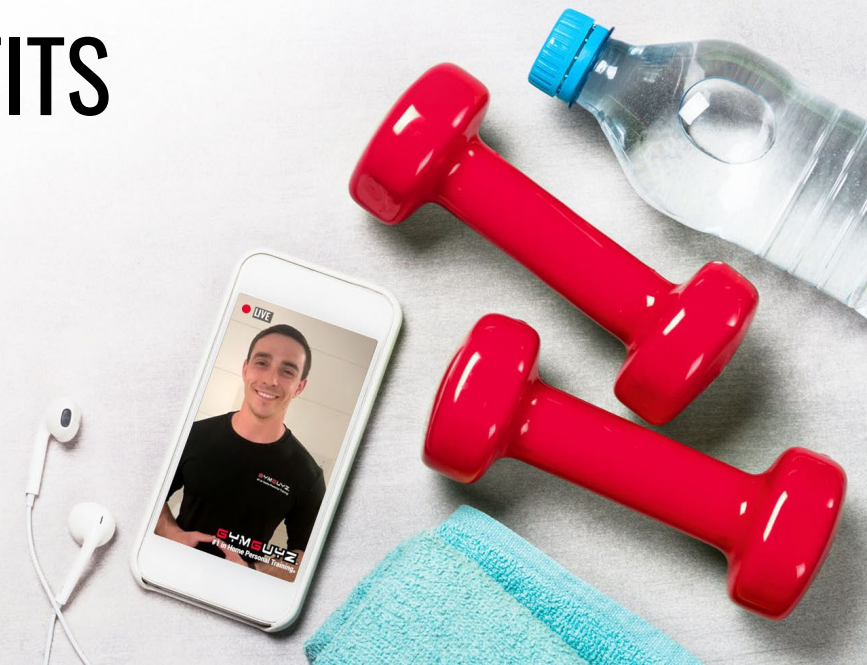
[This recording along with our Assistive Technology spotlight webinars are recorded and posted to our site for future viewing.](#)

GYMGUYZ®

#1 IN HOME PERSONAL TRAINING®

EXERCISE IS FOR EVERYONE! **ADAPTIVE TRAINING BENEFITS**

JANUARY 25, 2024



EXERCISE IS FOR EVERYONE!

The ROI of Exercise for Adaptive Clients

- What is Personal Training?
- Exercise Science Classes
- What it is not?

Best Practices

- Standard Operating Procedures
- Modifications
- Communication & Re-evaluation

How GYMGUYZ can help!

- The GG Way!



EVERYONE CAN BENEFIT

Customization

- No two clients, or groups, are the same
- Meet them at their level
- Apply latest science and best practices
- Be engaging and listen
- Be inspiring and FUN!

Preparation

- Initial Assessment
- Safe space, safe equipment, safe movement
- Communicate and Reassess

Observation

- Trainers MUST be engaged
- Teach, communicate, and grow



And Inspection!***

What do the Experts Say? (Slide 1 of 4)

Per The American
Council on
Exercise.

Why Exercise Science is for You!

When working out with an exercise science professional versus exercising alone:

- The client can achieve up to **50% MORE RESULTS!**
- In a study based upon 129 clients, **73% made significant progress** after working with a personal trainer for 10 weeks using a customized exercise plan.
- When working out **without** an Exercise Science Professional only 37% of clients showed progress.
- **76% stated that they either did not exercise at all or only exercised a few times and wished they had been able to do more.**

The Science is Proven. Investing in Your Health Through Exercise Science **Works.**

What do the Experts Say? (Slide 2 of 4)

IN FACT, IN A STUDY OF OVER 700 AUTISM FAMILIES CONDUCTED BY ARIZONA STATE UNIVERSITY, EXERCISE WAS THE **NUMBER 1 RATED TREATMENT OVERALL.**

According to the CDC:

- Significant health benefits can be obtained with a moderate amount of physical activity, preferably daily. Additional health benefits can be gained through greater amounts of physical activity.
- **People with disabilities should first consult a physician before beginning a program of physical activity to which they are unaccustomed.**
- People with disabilities are less likely to engage in regular moderate physical activity than people without disabilities, yet they have similar needs to promote their health and prevent unnecessary disease.

What do the Experts Say? (Slide 3 of 4)

More Benefits of Physical Activity

- Reduces the risk of dying from coronary heart disease and of developing high blood pressure, colon cancer, and diabetes.
- Can help people with chronic, disabling conditions can improve their stamina and muscle strength.
- **Reduces symptoms of anxiety and depression, improves mood, and promotes general feelings of well-being.**
- Helps control joint swelling and pain associated with arthritis.
- Can help reduce blood pressure in some people with hypertension.
- **More!**



What do the Experts Say? (Slide 4 of 4)

More Benefits of Physical Activity:

Mental:

Increased cognitive performance and awareness

Emotional:

- **Improvement in mood and self-perception due to endorphins**
- **General sense of happiness and well-being**
- **Reduced stigmatization and negative stereotypes**
- **Increased social integration and friendships**
- **Enjoyable interactions with peers and fitness staff**
- **Reduced feelings of isolation and social withdrawal**
- **Higher levels of independence and a better quality of life**



Personal Training and Exercise Science for Adaptive Clients is:

- Different for every client or group
- Requires some additional training & experience
- Often requires modifications
- Essential
- Leads to a more independent life
- Teaches discipline
- *Can include nutrition coaching and meal support**
- **Health care adjacent.**
- **Exercise is medicine and an applied science!**
- *Picks up after trauma, physical therapy, health events*
- Professionally Executed
- **Includes multiple fitness disciplines (yoga, etc..)**
- Can include stretching, walking, moving
- Can be gender specific
- **Inclusive & For everyone!**



Personal Training and Exercise Science for Adaptive Clients is Not:

- **Guys with muscles making more guys with muscles**
- Picking things up and putting things down
- About vanity
- **What you see on Instagram & Tik Tok**
- What you may have seen at your local gym
- Easy
- **For every trainer or every client**
- A sitting service
- Play, but it can include play and be FUN!
- *Without challenges!*
- Every trainer is different, standards are not
- *What you may think it is from your own experience*
- **Something you should skip!**



A grayscale photograph of two women shaking hands in front of a window. The woman on the left is smiling and looking towards the woman on the right. The woman on the right is looking towards the woman on the left. The background shows a window with a view of trees and a building.

[BEST PRACTICES]

Private Classes, Semi-private Classes & Group Classes

- **Initial Assessment/Consultation**
- **PARQ, Biometric Screen, Fitness Eval**
- Caregiver/counselor consultation
- Creating profile & trainer assignment
- Waiver
- Building rapport
- **The Right Workout**
- **QA Check ins**
- Variety is the spice
- 3Cs – *Convenient, Customized, & Creative*
- Equipment that suits the need/ability of the client
- Progressions

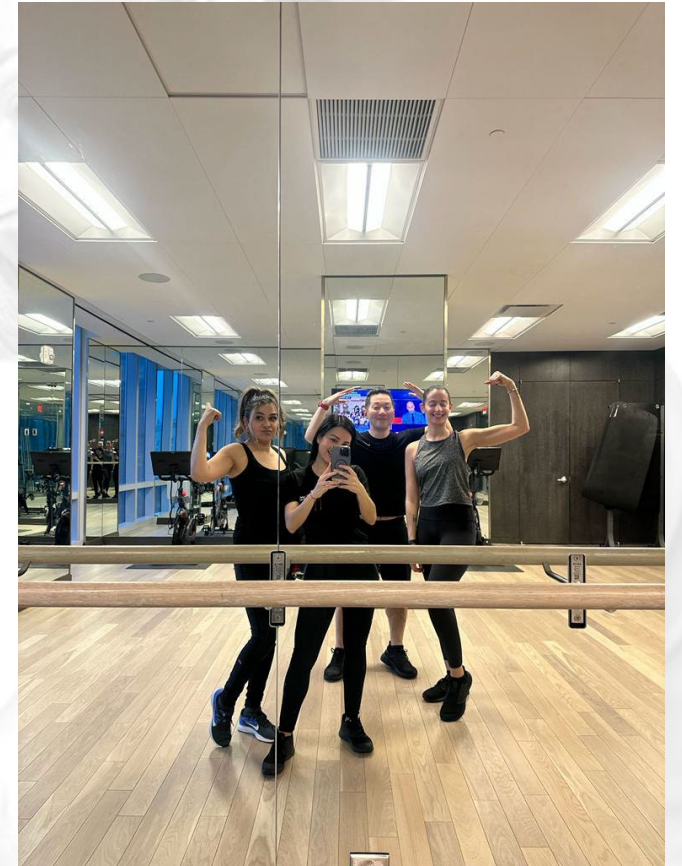


Services include: exercise science classes, custom personal training, nutrition coaching, stretching, rehabilitative exercise, medical exercise, yoga, Pilates, Zumba, athletic training, sports-specific training, martial arts-oriented training, Tai Chi, boxing for exercise, aerobics, and more

All ages, experience levels, and abilities.

The Right Workout:

- **Meet the client at their level**
- **To start – keep it simple**
- The value of repetition
- Theme et variations
- Milestones & Rewards/recognition
- Progressions
- **Documentation – GG App**
- Measuring progress
- Consistency v variety
- **Building rapport and trust**
- **Reading your client**
- Music
- **Energy & connection**
- **Nutrition**
- **Off-day programming**



Preferred Adaptive Group Class Ratio: Depends on clients, but 6:1 is ideal. *Can be more with on-site support.*

What Right Looks Like!





[THE GYMGUYZ WAY]

SELF DIRECTION/ADAPTIVE NEED-TO-KNOWS

OPWDD Approved

Direct Billing Available

Net 30 or Pay in Advance

Services are Managed Care and Supervised

Special Strong Staff*

Quality Assurance Guarantees

Fully Insured

OSHA Compliant

Reputable, Experienced and Proven

Servicing Rockland, Sullivan, Orange, Westchester, Brooklyn, Staten Island,
Long Island, Queens, Manhattan, Bronx!



WHO IS GYMGUYZ

Global Leader in Home Personal Training and Field-based Fitness

- 15 years old
- **NY-based**
- US, UK, Canada
- Over 1,000 cities
- **All staff are certified, experienced, and vetted**
- Special Strong Certified Staff Available
- Nutrition Coaching Available*
- **In-person and virtual**
- Seminars and Corporate Sessions
- **Individuals and Group Classes**



WHO IS GYMGUYZ – **LOCALLY!**

GYMGUYZ of Hudson, Bergen, Rockland

- Over 100,000 sessions completed
- **Serving Adaptive Clients since 2015**
- Average trainer has 8.5 years of experience
- **Quality Assured**
- Performance Guarantee!
- 5-stars on Google, Yelp, Facebook, Frederick
- **2022 GYMGUYZ and IFA Franchisee of the Year**
- **The Gold Standard for Excellence!**



LOCAL ADAPTIVE GROUP CLASS CLIENTS INCLUDE:

The Alpine School, Paramus, NJ

Thrive Program, PCFS, Paramus, NJ

Yachad Special Needs Program, Teaneck, NJ

Bergen County Special Services

Felician School for Exceptional Children, Lodi, NJ

Felician Adult Program, Lodi, NJ

Bergen's Promise

Special Olympics of NY– Haverstraw, NY

Rockland ARC – Valley Cottage, NY

Englewood Department of Health, Englewood, NJ

Eastern Christian Group Homes, North Haledon, NJ



Reviews are in! We Rock!

"The team at GYMGUYZ has made each weekly session fun and beneficial to all of our clients regardless of their ability. They keep everyone engaged while challenging them with different workouts each week. Our clients look forward to him coming and can't wait to return to program so we can resume training with Coach Cliff." - Dana Regan, Director, The Felician 21 and Over Program.

"Having GYMGUYZ work with the kids in our program was nothing short of a tremendous experience. Eugene seamlessly met each group at their level of ability and provided all with an effective and fun workout. The accessibility of their program is unmatched and provided our group with something that is often undervalued. We cannot thank them enough for their thoughtful, flexible, and entertaining methods." - Stephen Neer, Director of the SOAR Experience Social Discovery Program.

Links:

Website: [GymGuyz.com](https://www.gymguyz.com)

Local Location Website: [GymGuyz.com/East-Bergen-County-NJ](https://www.gymguyz.com/East-Bergen-County-NJ)

Google Reviews: rb.gy/vhtc7i

Other Reviews: [GymGuyz.com/Testimonials](https://www.gymguyz.com/Testimonials)



Values: DRIVE

Determination

Respect

Integrity

Versatility

Excellence



COMPLIMENTARY OFFER:

FREE CLASS OR SESSION TO ALL ATTENDEES AND CONTACTS!

(JUST MENTION THIS EVENT)

CAN BE ANY SERVICE!

Thank you so much!

JOSHUA GRINSTEAD – OWNER, GGBCHCRC

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GYMGUYZ®

#1 IN HOME PERSONAL TRAINING®

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Options for Affording Personal Training

SSI and SSDI beneficiaries who work may submit a request to SSA for the cost of personal training to be approved as an [Impairment Related Work Expense \(IRWE\)](#). This may reduce the person's countable earnings, allowing them to keep more of their SSI disability or their SSDI payment each month.

A Medicaid Waiver budget could include the cost of personal training.

[An ABLE savings / investment account](#) may be used to save for the cost of personal training.

NDI's AT Loan Program

- NDI partners with Spring Bank to issue and service pre-qualified AT loans up to \$45,000 for residents of New Jersey and New York. This includes loans to purchase a modified vehicle or a vehicle that will be modified, adaptive recreational equipment, etc.
- NDI buys down the interest rate so borrowers can get a loan at 4% interest.
- NDI has deposited funds with this institution to guarantee defaults, allowing for more favorable lending terms.

[Our website spotlights new AT equipment, products and services.](#)

NDI AT Resource Guides

The NDI AT Resource Guides list grants, lending programs and other service providers who can help you select the best and most cost-effective AT to meet your needs.

There are AT Demonstration programs listed where you can try out or borrow AT, sometimes ***indefinitely***.

There are AT assessment services that can help you evaluate AT to meet your needs, abilities and activity levels and environment.

[Assistive Technology Guide for New York](#)

[Assistive Technology Guide for New Jersey](#)

Questions?

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AssistiveTechLoans.com

Phone and FAX: **(202) 449-9521**

[Webinars are recorded](#)

Community presentations available

Post Webinar Survey:

- What information was most helpful?
- Do you need help finding a job?
- What type of AT would you like to know more about?
- Do you want to schedule an NDI AT Loan presentation for your agency or community organization?