

SOUL TRAINER

ACTIVE MINDSET GUIDE

**Find Fitness & Change Your
Physical Outlook On Life**



**By Len Glassman - Master Level Personal
Trainer, Certified Health Nutritionist, Author of
Soul Trainer & Influential Public Speaker**

Disclaimer:

Because physical exercise can be strenuous and subject to risk of injury, including serious injury, you acknowledge and agree that by engaging in any exercise or activity set forth in the "*Soul Trainer Active Mindset Guide*," you do so at your own risk. Please use extreme caution, go at your own pace and do not proceed if you feel shortness of breath, dizziness or any other health conditions or symptoms which would prevent you from proceeding in a safe manner.

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Introduction

Thanks for downloading the *Soul Trainer Active Mindset Guide*!

I created this Guide to help people just like you to break free from physical and motivational barriers holding you back in your life and to help you find deeper meaning and purpose through Mindful Movement.

Most of us know that maintaining a physically active and healthy lifestyle is important. But knowing this is simply not enough for us to engage in a regular course of exercise and stick with nutritionally sound eating habits.

There are so many deeply personal reasons and life scenarios why many of us simply lack the desire, will and motivation to start, maintain or ramp up our physical activity, I could write a book on this topic alone!

Instead, think of this Guide as your one-stop personal health and fitness concierge.

First, we'll deep dive into how to break free from the negative 'exercise stigma' that clouds our thinking and serves as a barrier to taking the necessary steps to improve our health.

Next, we'll discuss how visualizing yourself as a fictional character can help you remove self-doubt and emotional hurdles in order to embrace a lifestyle of health and fitness.

Introduction

Finally, you'll learn how to cultivate consistent habits and long-term motivation by discovering your deep underlying emotional drivers for wanting to become fit and healthy.

I developed these *Soul Trainer Active Mindset* principles as a way for you to create a positive relationship with your body and health, and to use this mindset to power you through each day and compel you to live a vibrant and abundant lifestyle.

It's not just about turning your health around. It's also about improving other aspects of your life, including your confidence, self-esteem, body image, and developing a greater appreciation of what your body CAN do, rather than what it CAN'T do.

Becoming healthy and living a physically abundant life isn't necessarily easy, especially in the beginning, but you'll never hear anyone ever say that the effort wasn't worth it.

Introduction

Special Bonus: Just for downloading this Guide, I want to personally invite you to schedule a complimentary 30-minute video or phone consultation, where we'll go through the Guide together and discuss how to turn your health and fitness into a priority and a *way of life*. To take advantage of this limited time offer, click below to book an appointment.

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Now let's dive into my top three *Soul Trainer Active Mindset* principles so you can get started on your journey to lifelong wellness!

Yours in Health,

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Active Mindset Principle #1: *Stop Wishing & Start Doing*

Your health and fitness is not a destination; it's a journey.

To think that you will arrive at a state of optimum fitness one day and stay there without continuing on that journey, is only a dream.

Instead, think about changing your lifestyle as an evolution, rather than something that you can just check off on your to-do list.

It's easy to get caught up in the idea that you can achieve an ideal weight or body size and be done with it. But it doesn't work that way.

You must maintain a long-term healthy lifestyle and mindset in order to retain your results. It doesn't happen in one day or with just one action.

In areas of life that matter most, underestimating the amount of time and your level of commitment can leave you feeling frustrated, fatigued and forced into an unwanted cycle of stress. You cannot...

- Wait until the week before your annual physical exam to lose weight or improve your treadmill time;
- Try to eat a month's worth of vegetables in one meal;
- Spend 8 consecutive hours at the gym to make up for missing your workouts for the last year;
- Sleep for 24 hours straight to catch up on 3 months of poor and inconsistent sleep.

Active Mindset Principle #1: *Stop Wishing & Start Doing*

As you journey towards a sustainable and healthy lifestyle, consider this...

You can't cram in the areas that matter most.

So how can you get out of that passive mindset and start taking small but consistent daily action towards a healthy and fit lifestyle? As a starting point, below are a few of my favorite tips, tricks, and hacks.

TIP: DAILY 'WAKEUP CALL' WORKOUT

This tip has been a game changer for me and many of my clients.

It boils down to your brain being in control of your body. You need to trigger your brain to get your body moving first thing in the morning.

The morning is a great time to exercise because that's when your mind is least distracted, not thinking about the day's events and not easily sidetracked by things that come up during the day.

My 5 minute ab workout is one of the first things I teach when working with a new client. It's simple, easy, and effective. It doesn't require a huge amount of planning and effort. It creates structure to your day and sets you up for physical and mental success the rest of your day.

Active Mindset Principle #1: *Stop Wishing & Start Doing*

TRICK: PLACE EXERCISE EQUIPMENT NEAR YOUR BED

If you're struggling with maintaining a consistently daily exercise routine, then give this a try!

Placing your exercise equipment near your bed is a great way to trigger a reminder to do your daily ab workout.

If you step on that mat or see those weights when you first wake up in the morning, chances are you're going to push yourself to do the workout.

Experiment with strategically placing exercise equipment around the house as a friendly workout reminder and see what works best for you.

HACK: DRINK YOUR BREAKFAST

This is a great hack for people who don't like to eat breakfast.

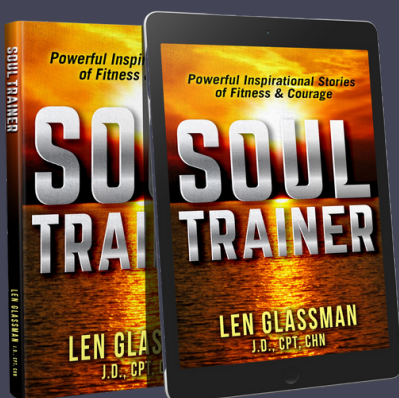
Not eating breakfast and waiting until lunchtime or later in the day to cram down a big meal can slow down your metabolism, cause you to gain weight, and negatively affect your energy levels.

Instead, try drinking your breakfast. Make a quick shake with a lean protein powder like whey. If you're a coffee drinker, feel free to add coffee. Then top it off with almond milk, Greek yogurt, cinnamon and even some raw peanut butter or almond butter to add nutrient density.

Active Mindset Principle #1: *Stop Wishing & Start Doing*

And here's the most important part... Don't gulp it down all at once. Place it in a travel mug and sip it slowly throughout your morning. This will give you a long lasting energy boost and jump-start your metabolism.

Soul Trainer Book Quote: *"Fitness is a chance to rewrite chapters in your life and create your own destiny."*



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Special Offer: Are you struggling to break out of that passive mindset and start taking action? I want to personally invite you to schedule a complimentary consultation with me to review the *Soul Trainer Active Mindset Guide* together and discuss how to turn your health and fitness into a priority and a *way of life*. Simply click the button below.

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Active Mindset Principle #2: *Third-Person Conceptualization*

Have you ever looked at someone who has a nice physique and confident demeanor and thought that they must be happy and fulfilled?

What about people who have gone through some type of physical 'transformation' who look and present themselves so differently from their 'before' picture?

You might be tempted to think that all it takes is physical change to make someone feel happy, confident and secure.

But the reality is, our minds also need to grow, support and accept our physical changes, not just in terms of how different we look, but also to embrace the lifestyle that got us there.

I've found that when it comes to taking care of our own health and fitness, we are often our own worst enemy.

We have great intentions to begin, restart or scale up our fitness regimen and stick to a healthy diet, but when left on our own, we often jump ship, throw in the towel and chock it up to our lack of discipline, motivation or some other self-defeating prophecy.

We might not always need someone to push us and hold us accountable, but the truth is, all of us need some greater purpose to keep that fire in our belly going and continue to strive for a physically rewarding better quality of life. This is one of the main reasons why I wrote *Soul Trainer*.

Active Mindset Principle #2:

Third-Person Conceptualization

Throughout my 25+ years as a health and fitness professional, I've realized that everyone has their own unique and compelling story behind their pursuit of health.

While our reasons for seeking health and fitness at all stages of life runs the gamut - from maintaining physical independence, to participating in travel, leisure and family activities - one common theme I've discovered is that people need to 'tell their story' of personal struggles, sacrifices and victories about their health, fitness and self-esteem.

I'm not talking about going on social media and suddenly declaring yourself a vegan-based fitness fanatic and posting about it all the time.

Instead, it's about developing your own deeply personal story that you tell yourself (and perhaps a chosen few), why you've decided to embrace health and fitness, perhaps even going so far as to visualize yourself as a fictitious character on a mission to change your destiny.

This might sound far-fetched, but sometimes we need to get out of our head and into someone else's body to create a new vision for ourselves.

This 'third-person conceptualization' gives us the freedom to remove self-doubt and emotional hurdles through story-telling, creative expression and self-imagination.

As a creative starting point, grab a pen and paper and journal out your ideal version of yourself in terms of your physical health. Let go of any past or current challenges and just let your imagination flow freely.

Active Mindset Principle #2: *Third-Person Conceptualization*

Jot down ideas: How and what would you eat? What would your wellness routine look like? How would you make time for exercise? How and why would you feel different? What physical activities would you engage in?

Spend at least 10-15 minutes journaling and see what comes up. Refer to it on a regular basis, especially when you're struggling with motivation.

Soul Trainer Book Quote: *"Sometimes it takes fictional characters with real life hardships and challenges, to be able to look deep inside ourselves and relate to what they're going through."*



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Special Offer: Wondering how to use third-person conceptualization to reach your health and fitness goals? I want to personally invite you to schedule a complimentary consultation with me to review the *Soul Trainer Active Mindset Guide* together and discuss how to turn your health and fitness into a priority and a *way of life*. Simply click the button below.

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Active Mindset Principle #3:

Discover Your WHY

All too often, people think that they're out of shape or overweight because "something is wrong with them" and proceed to beat themselves up again and again.

Popular weight loss stories on TV almost always start with someone "fed up" with their looks or health problems. While those things can be triggers, they're never motivators that stand the test of time.

Dismiss the people who tell you to "just go to the gym," or "just put down the fork," or that it all boils down to "eat less and move more." Soundbites don't keep you motivated.

Focusing on your clothing size, waistline, or reflection in the mirror are all short-term motivators that don't adapt and grow with you. Relying on them guarantees that any stumbles you have along the way will make you feel horrible about yourself and set you back to square one.

Instead, concentrate on the long-term benefits, and use immediate ones as a motivational push.

In short, prioritize your fitness because you love yourself and want to be the best, most healthy version of you that you can be - whatever size or shape that entails.

A healthy lifestyle is a skill that you consistently work on and get better at - not something you just get up and start doing one day.

Active Mindset Principle #3:

Discover Your WHY

If you expect to just hop on a stationary bike, start lifting, or turn your diet upside down without challenges or setbacks, you're setting yourself up for trouble.

Instead, approach your health and fitness goals like you would any other skill.

If you fell and scraped your knee the first time you tried to ride a bike, you wouldn't beat yourself up and say, "Something is horribly wrong with me...I just don't have the willpower and discipline required to ride this bike," would you?

Most likely, you would realize that you *haven't mastered that skill yet*. You just *need to get better at it* and learn how to control the bike when you hit different terrain like a bumpy road or patch of grass.

If there's one thing that you take away from this, it's that engaging in fitness and losing weight is a skill. And not just one skill, but a composite of smaller underlying skills including mindfulness, behavior change and nutrition.

Most people don't expect to be able to do difficult things without training, whether it's a new job, playing the piano, or learning a language. Why would it be any different when it comes to exercise, diet, nutrition, or any other element of healthy living?

Active Mindset Principle #3:

Discover Your WHY

So how can you develop a deep, sustained sense of motivation that propels you forward throughout your health and fitness journey?

Knowing and understanding your “why” is an extremely important and often overlooked factor in maintaining lifelong wellness. It’s a crucial component for goal setting, whether it’s in regards to your health and fitness, or any other aspect of your life.

Do you exercise because you understand how great you will feel physically and mentally as a result of a regular routine?

Or do you struggle with building consistent habits and feeling motivated enough to stick with it for the long haul?

If you’re struggling with consistency and motivation, then you might be missing the “why” part of the puzzle.

Do your personal fitness goals have enough “depth” that you want to achieve them badly enough, and that no matter what happens, nothing will stop you?

You must have a strong enough long-term emotional reason to be successful in achieving your personal fitness goals. Otherwise, it’s unlikely that you’ll put in the planning, preparation, time and effort required for success.

Active Mindset Principle #3:

Discover Your WHY

For example, a goal of “losing weight” needs to have a personal, emotional driver behind it to determine that it’s important enough to achieve and maintain.

If weight loss is your goal, keep asking yourself why you want to lose the weight. Eventually you will get to the deep seated pain you want to avoid and/or the pleasure you want to experience.

Your first answer to “why” could be, “I want to lose weight so I can be fit and healthy.” But this isn’t strong enough. Why do you want to be fit and healthy?

“So I can keep up with my kids, feel confident about the way I look and avoid having any more heart scares.”

Now you’re getting closer to knowing your “why.” Ask yourself again why these reasons are important...

“I want to lose weight because when I had a heart scare a few weeks ago, I was terrified that my kids might grow up without a dad. I felt terrible that I might play a role in that outcome by failing to look after my health.”

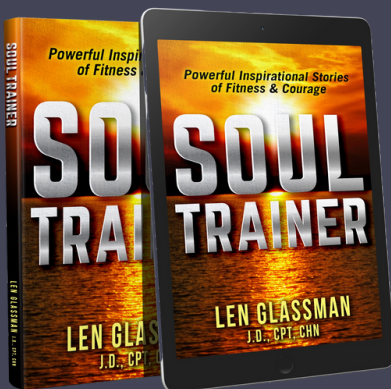
See how much emotion and feeling is behind that original goal?

In order to really discover your “why,” I recommend sitting down, taking out a pen and paper and writing this out. You might have it in your mind, but things become a lot more real when you write them out on paper.

Active Mindset Principle #3: *Discover Your WHY*

For starters, ask yourself: Why is goal setting so important? Why is health and fitness important to you? Start more general and then keep asking yourself “why?” until you uncover the deep underlying emotional drivers.

Soul Trainer Book Quote: *“While fitness is a choice, it’s one of the most impactful and life changing activities you can turn to when you feel as though you have no choices left.”*



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Special Offer: Having trouble discovering your WHY and tapping into long-term motivation? I want to personally invite you to schedule a complimentary consultation with me to review the *Soul Trainer Active Mindset* Guide together and discuss how to turn your health and fitness into a priority and a *way of life*. Simply click the button below.

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Next Steps

I hope that you found insight and value from these three *Soul Trainer Active Mindset* principles.

By prioritizing action over wishing, using third-person conceptualization, and discovering your “why,” you’ll be on your way to establishing a healthy and fit lifestyle and changing your *physical outlook on life*.

As with any journey and evolution, it’s important to start slow, be patient and remain persistent. Health and fitness isn’t a quick fix. But even just starting with a short 10-15 minute workout or making one simple change to your eating habits can make all the difference.

Over time, as you solidify these habits and start increasing your energy, stamina, and strength, you can build up your exercise routine and make more significant changes.

These principles are a testament to the ways I’ve adopted in my life after years of struggling with food and self-image challenges. It’s also a big reason why I decided to write *Soul Trainer*, which embodies the belief that you can change your fate through fitness.

While the inspirational stories, circumstances and fictitious characters I created in *Soul Trainer* may not depict our own lives, they address and evolve around real life physical hardship and emotionally charged circumstances that many of us face day in and day out.

Next Steps

Your overall physical health influences everything else in your life, from how you think and feel, to how you carry yourself, to your productivity, ambitions, and ability to get the most out of life and spend time doing things you enjoy with your friends, family, and community.

It's important to remember that no matter what's going on around you that's out of your control, you have the ability to connect with and control your own health.

You owe it to yourself to take charge of your health and fitness today, so that it doesn't stop you from enjoying your life full of tomorrows.

Thank you for taking the time to read and implement the mindset principles I've outlined in this Guide, and for taking an active interest in your physical health and wellbeing.

Next Steps

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