

OUR DECLARATION OF INTENT

The Les Mills global family is made up of 16,000 fitness clubs, 100,000 instructors and millions of participants from 112 countries around the globe.

SEPARATED BY GEOGRAPHY, RELIGION, RACE, COLOR AND CREED, WE ARE UNITED IN OUR LOVE OF MOVEMENT, MUSIC AND THE PURSUIT OF HEALTHY LIVING, BOTH FOR OURSELVES AND OUR PLANET.

AT LES MILLS WE BELIEVE IN THE DIGNITY OF EACH INDIVIDUAL WITHIN OUR COMMUNITY AND STRIVE TO RESPECT THE RIGHTS AND FREEDOMS OF ALL.

In our choice of role models, music and movements we understand that different people and societies have different standards for dress, popular culture and dance.

WE ALSO KNOW THAT WHAT IS CONSIDERED APPROPRIATE IN SOME CONTEXTS CAN BE SEEN AS INAPPROPRIATE IN OTHERS.

As a company that leads group fitness experiences for millions of people every day, we walk a fine line between delivering cutting-edge, innovative products and ensuring that accepted norms are upheld and respected.

Choosing, licensing and matching choreography to the right music is a huge challenge! We screen the music we use and try to avoid language and references that may cause offense. If we can, sometimes there will be an alternative track (at the bottom of the track list) for you to use instead.

WE EMBRACE OPEN COMMUNICATION WITH OUR GLOBAL FAMILY SO DIFFERENCES OF OPINION CAN BE EXPRESSED, AND COMPROMISES REACHED.

ABOVE ALL, WE ARE PASSIONATE ABOUT DELIVERING LIFE-CHANGING FITNESS EXPERIENCES, EVERY TIME, EVERYWHERE.

BLAH BE LOUD AND HEARD

Tell us what you think of this release.
Visit lesmills.com/BLAH

Hey instructors! When it comes to mixing up past releases, please try to select tracks from the most recent material to reflect current moves, music and training principles. If you are teaching older choreography, be sure to mix with modern tracks and **do not change the choreography**; teach the tracks as they were created but you can apply more modern language and terminology.

BODYPUMP 97



From L-R: Ben Main (Shadow), Mathilda Bjork (Shadow), Glen Ostergaard, Dave Kyle, Kylie Gates, Marcus Benson, Petter Ehrnvall, Libby Day

BODYPUMP 97! What an epic release! This class is on the charts with electric feel, and we filmed in Sweden to add even more intense magic for your viewing and learning pleasure.

My musical highlights – check out the Squats, Back, Triceps and Lunges tracks for some killer sounds.

In terms of Track Focus and feel – my BIG focus (and hopefully yours) is to bring the music to life and have a great balance of high-level coaching as well as musicality and feel! How can you do this? Simple. Stick to the basics – timing and range. Get that locked down and you'll be OK.

A few tips...

The training effect is behind the music, with lots of tension, lots of pulses – including the highlights of the new pulse rhythm in Track 7 – as well as the 8 Clean & Presses (yes, you read that correctly!) in the Back track. Don't forget to option 4 Cleans and 4 Rows in that track, so everyone is successful. Oh, and one last tip... The Triceps track is the toughest one ever! Ha!

And hey, let's work on creating Performance in BODYPUMP: step inside the music – step inside your Ultimate You – push play and go!

Enjoy!

BODYPUMP Presenters

Glen Ostergaard (New Zealand) is Program Director for both BODYPUMP and RPM™. He began his group fitness career with BODYATTACK™ and is based in Auckland.

Dave Kyle (United Kingdom) is a BODYPUMP and CXWORX™ Instructor and Trainer, a LES MILLS GRIT™ Series Coach and Trainer, and a BODYATTACK, BODYCOMBAT™, BODYVIVE 3.1™ and an RPM Instructor. He is also a Les Mills Training Manager and sports massage therapist, based in Edinburgh, Scotland.

Kylie Gates (New Zealand) is the Head Program Coach for BODYPUMP and Creative Director for BODYATTACK, BODYBALANCE™/BODYFLOW®, BODYVIVE 3.1, CXWORX and SH'BAM™. She is based in Auckland.

Libby Day (United Kingdom) is a BODYPUMP, BODYVIVE 3.1 and CXWORX Instructor and Trainer, a personal trainer and a group fitness manager. She was awarded the United Kingdom's Group Exercise Manager of the Year in 2010 and the Outstanding Contribution to Group Exercise Award in 2012.

Marcus Benson (United Kingdom) is a BODYPUMP and CXWORX Instructor and Trainer, and a LES MILLS GRIT Series Coach and Trainer. He is also a personal trainer, football coach and sports lecturer, based in Norfolk.

Petter Ehrnvall (Sweden) is a BODYPUMP, BODYCOMBAT, CXWORX and an RPM Instructor and Trainer, a LES MILLS GRIT Series Coach and Trainer, and a BODYATTACK Instructor. He is also the Training Director for Les Mills' Nordic team.

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BODYPUMP & BONE HEALTH

It has been predicted that, by the year 2020, osteoporosis will afflict 14 million people in the over-50 population, globally.

An additional 47 million are likely to suffer from low bone mass.

Why should we be worried?

Having low bone mineral density can be devastating as we age. Fractures of the hip are a common occurrence for older people with osteoporosis. Statistics tell us that **one in five people over 50 years of age will die within 12 months following a hip fracture**, and less than one third will regain their normal level of functioning.

Loss of bone density can start at as young as 35 years old, and after the age of 40, the rate of decline accelerates. **It's vital that we build a peak bone mass before this rapid decline**, and that we maintain this bone mass later on in life.

Resistance training is prescribed to maintain and increase bone mass. The traditional prescription has been to lift heavy loads for low repetitions. Although this type of training is accepted widely, it is not always practical for certain populations. Lifting very heavy weights in the gym can present barriers for older and untrained adults and women, for whom this type of high intensity can be outside the realm of their physical capabilities.

Les Mills BODYPUMP is highly attended, both by older participants and women. This program is seen as being more achievable and less intimidating than the traditional strength training model of heavy weights for low reps. However, until now, there has been no specific

evidence as to how BODYPUMP affects bone density.

Previous studies have presented conflicting evidence as to whether a low-load, high-repetition program can increase bone mineral density. This lack of clear consensus led us to conduct a study to discover what effect BODYPUMP can have on this issue.

A total of 20 adults completed a 27-week study at the FITOLOGY group fitness studio.

They were randomly put into two groups – either total-body resistance strength training or core strength training. The participants were 28 to 63 years of age and included people who suffered from osteopenia, and also those who were postmenopausal. These are two populations who would greatly benefit from increasing bone mineral density.

The strength training group completed classes in BODYPUMP, the core training group took classes in BODYBALANCE/BODYFLOW, and both groups also participated in RPM.

The results were rather amazing.

The group that took part in BODYPUMP saw their arm bone mineral density increase by 4%, leg by 8%, pelvis by 7% and spine by 3%.

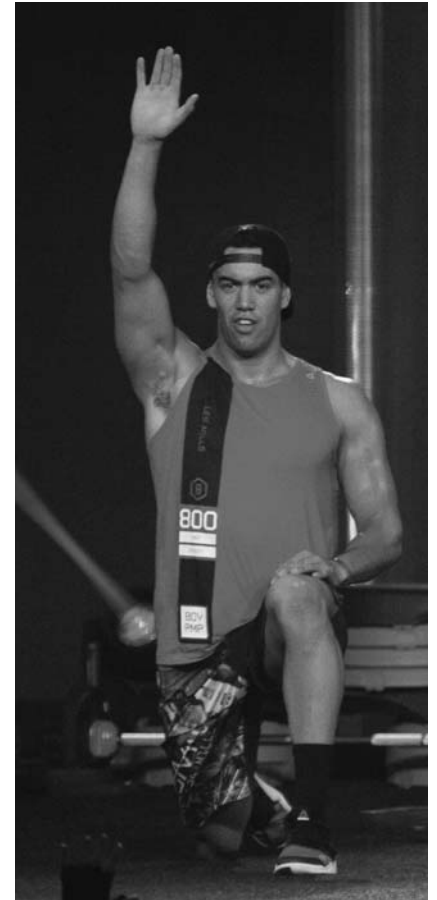
The **BODYPUMP group gains in squat strength were 25.3% greater** than that of the core strength group. This increase in squat strength was directly related to increases in their bone density. In other words, increasing your ability to squat will improve your bone mineral density.

The other strong improvement was an increase in pelvis bone mineral density. Improving bone density in both the pelvis and legs is extremely significant when it comes to **avoiding potentially fatal fractures of the hip.**

One of the really great things about BODYPUMP is that it is a very accessible program for older and untrained adults and women. As the load is low and you select your own weights, it is an easier program to practise long term trying to lift heavy loads in the weights room. Participants with osteopenia increased their bone density around the hip and pelvis area by 29% while our postmenopausal women saw 22% increases in the same region.

The results of this study clearly show that a low-load, high-resistance program is an effective way to increase bone mineral density. **BODYPUMP, therefore is the perfect way to stay fit and strong and remain healthy as we age.**

For more on this study, go to <http://www.minervamedica.it/en/journals/sports-med-physical-fitness/article.php?cod=R40Y9999N00A150155>



MIXING RELEASES

How you mix up tracks has a major effect on how many calories your participants will burn.

We ask that you teach each new release for at least two weeks after launching. This is to give people time to master any new exercises and become familiar with the new choreography. It also creates a bond between instructors and participants around the globe, as we all experience the magic of a new release at the same time.

But how long is too long to be teaching the same release? Should we EVER mix releases?

To answer these questions, we looked at calorie expenditure from three different new releases and measured the output in over 1,000 workouts. Each person completed three classes a week from our cardio formats, plus two BODYPUMP classes.

The first time a person completes a new class, their caloric expenditure is slightly less than in their regular classes.

Participants tell us they do not feel as confident about the exercises when they are new. However, the second time a person completes that release their caloric expenditure is back to the levels we would expect to see during a typical class.

Unfortunately, if we continue to repeat exactly the same tracks for the next three to five classes, **caloric expenditure decreases and then actually stays below normal.** Based on after-class survey data, this drop in expenditure is because the participants find the class slightly less challenging and interesting. Members know what to expect and they learn how to minimize their expenditure. Quite

simply, they cheat!

Consider the people who come to YOUR class. New people will need more time to become familiar with each workout. To deliver a quality class to your members, you also need to have enough time to feel confident about the choreography. But, based upon calorie expenditure we can provide the following guidance for you and your club.

What is the ideal number of tracks to switch up every week?

- **Change RPM and BODYPUMP the most.**

If you are teaching a regular group of members, try to **change 6 to 8 tracks per week** in order to maximize energy expenditure.

- For BODYATTACK, BODYCOMBAT and SH'BAM try to switch out **3 to 5 tracks each week.**
- For BODYSTEP, BODYVIVE, CXWORX and BODYBALANCE/ BODYFLOW try to vary your playlist by **2 to 4 tracks each week.** LES MILLS GRIT Series has specific considerations for each release. Check your choreography notes for these guidelines.

When you mix releases it is important that you select your playlists carefully. Programs such as BODYCOMBAT, BODYJAM, or BODYBALANCE/ BODYFLOW often have a sequence of movements that are introduced, mastered, and repeated throughout the release. Therefore, it may not be possible to follow these guidelines for every release.

And, of course, be aware of how many tracks you can switch each week while still being able to master and deliver the choreography in a clear, motivating way.

The bottom line is that we want to provide the best fitness experience in every class... so how about it? Give it a try-mix it up!



BODYPUMP: CONNECTION & PERFORMANCE

We've made some big changes to Connection in initial training, because connecting to people is the secret to success in our classes. After all, without Connection, you don't have group fitness!

To create Connection in your classes:

Always **approach everyone in your class with Respect and Care**. Remember – the people in your classes have given up their time to train with you. Talk to your members before class, learn their names, and remember things about them. Welcome everyone along and make them feel good about coming to YOUR class.

Be real. Be yourself – not putting on a 'big instructor' act. Be authentic, confident, challenging and inspiring. Remember to have a laugh! BODYPUMP is strong and powerful but we're not training for the Olympic Games.

Connect with the **different learning styles** in your class – visual, auditory and kinesthetic. People receive information differently, so how you look is important, what you say is important, and what you do is important. Some people need a lot of verbal information, some need you to be really clear with your body language and your facial expressions, and others just need to try it for themselves.

Try any two of the following tools next time you teach:

1. Look, and hold people's eyes (not body parts!) and smile.
2. Say, do, look – say the cue, do it, then look to check people have got it before you move on.
3. Connect with all four quadrants of the room.
4. Look, acknowledge and praise when you see something good happening. The acknowledgment can be as simple as eye contact or a nod. And praise can be a smile or a comment like: "People down the back, I can see you are working hard!"
5. Teach one person. If you are struggling to connect with the group, make eye contact with one person and deliver your coaching to them. Everybody in the room will benefit.
6. Use CRC. Connect with someone – Recommend a change – and Commend the change when you see it occurring.

There are four elements that are key to creating a great Performance:

1. **The Music** in BODYPUMP generates the atmosphere, and it's at the core of everything we do. It drives how we use our voice and our movements. The key to

Performance is to match what you say and do to the musical feel of the track.

2. **Your Actions and Your Face.** Because we are restricted by the barbell and movement patterns, how you use your facial expressions is extremely important. Your posture and movements need to be big and inspirational.
3. You have to work on mastering **Your Voice** to create the journey of the workout. We have two voices:
 - We use a **conversational** voice mainly during verses.
 - And we use the **motivational** voice. This can be building – which we use in the pre-chorus, with more pace and urgency – and in the chorus you can use a big or intense voice. Remember, your voice and your coaching should work together with the musical journey of the track.
4. Teaching in the essence of BODYPUMP is the ultimate high-performance state, so you need to be the best and the biggest version of yourself when you're on stage. Fill out the **Ultimate You** questionnaire over the page to get you in the zone.
5. Thank YOU for your continued dedication, which makes BODYPUMP the most popular barbell workout in the world!



THE ULTIMATE YOU

Who do you dream of being when you teach? This questionnaire will help you connect with your inner rock star or your ULTIMATE YOU. So check out the short Education session on the release, answer these questions and begin your journey...

To watch the Ultimate You video, please go to <https://vimeo.com/130062716> and type in the password 'ultimateyou'

IF YOU ARE 'THE ULTIMATE YOU'... BEFORE YOU CAME INTO THE ROOM...

WHAT WERE YOU DOING?

.....

WHAT DID YOU EAT FOR BREAKFAST?

.....

WHAT KIND OF CAR DO YOU DRIVE?

.....

WHAT IS YOUR FAVORITE MUSIC?

.....

WHO DID YOU SPEAK TO AND WHAT DID YOU SAY?

.....

DESCRIBE YOUR WALK AND YOUR POSTURE.

.....

WHAT IS YOUR PREDOMINANT FACIAL EXPRESSION?

.....

WHAT ARE YOUR 'CHARACTER' GIVENS (eg fit, strong, confident, silly, ...)?

.....

DESCRIBE THE LOCATION WHERE YOU TEACH.

.....

PHYSICAL ENVIROMENT: WHAT DOES THE ROOM LOOK LIKE?

.....

WHAT DOES THE ROOM TELL YOU ABOUT YOUR CHARACTER?

.....

WHAT IS THE EMOTIONAL ENVIROMENT IN THE ROOM?

.....

HOW DO YOU FEEL WHEN YOU ARE IN THE ROOM?

.....

HOW DO PEOPLE GREET YOU?

.....

DESCRIBE THE EMOTIONAL RELATIONSHIP BETWEEN YOU AND THE OTHER PEOPLE IN THE ROOM.

.....

WHAT DO YOU FEEL ABOUT THE OTHER PEOPLE IN THE ROOM?

.....

OVERALL, WHAT ARE YOU TRYING TO GET FROM THE OTHER PEOPLE?

.....

DESCRIBE 'THE ULTIMATE YOU'.

.....

Once you have finished playing, enhancing and expressing,
Think about this...

What are the conflicts holding you back from becoming **THE ULTIMATE YOU**?
What is stopping you?

Write a letter to your '**REAL SELF**' from your '**ULTIMATE SELF**'.

And remember, sharing this exercise with someone else will greatly enhance the experience.

BODYPUMP

THE REP EFFECT™

THE REP EFFECT™ allows us to get all the benefits of resistance training without lifting heavy weights. It's the key to developing long lean muscles, and it's also getting rid of some of those weight-training myths. Unbelievably, findings from the Center of Disease Control and Prevention in the United States report that less than 20% of adults regularly do the recommended two resistance training sessions per week.

The truth is you can develop toned, lean muscle without lifting heavy weights and getting bulky... that's the Les Mills secret formula behind THE REP EFFECT™.

THE REP EFFECT™ is the reason Les Mills' BODYPUMP is still the fastest way in the universe to get – and stay – in shape. It uses the effect of high repetitions with much less weight to fatigue the muscles – and it's muscle fatigue, *not muscle load*, that tones and strengthens.

TRADITIONALLY, WE'VE ALWAYS KNOWN THAT HIGH-REP TRAINING IMPROVES STRENGTH ENDURANCE, CREATING TONED MUSCLE WITHOUT BULK.

High-rep training produces more protein synthesis in muscle (that's how you create muscle tone) than traditional heavy weight training.⁽¹⁾

In your average BODYPUMP class, you perform around **800** repetitions in a single workout – *more than four times as many as you would in a regular gym workout!* And we separate the class into tracks, with every 70 to 100 reps per track focused on a different body part.

So this achieves two types of fatigue – isolated fatigue of each track's target muscle group and an accumulation of fatigue by the time you've finished the class. And if you want long lean muscles, fatigue is a good thing. The length of the class and the fact that your heart rate remains elevated, also means you get a cardiovascular workout so you're burning fat at the same time you're shaping and toning muscle – double the bang for your buck!

Les Mills carefully designs each BODYPUMP track using things like tempo changes to fatigue the different fibers in your muscles in different ways. This maximizes THE REP EFFECT™ and it's unique.

Some fibers work better with slow tempos and other fibers work better with faster tempos. By changing the pace up and down we're not just keeping the workout interesting, we're making sure we activate *all* the fiber types in your muscles.

Then we use different ranges of motion – take Bottom Halves, where you're sitting at the bottom of a Squat. They build pressure in the muscle by taking away the release you would normally get at the top of the movement.

This is called occlusion training and it's a great way to generate more fatigue with less load.⁽²⁾ And recently we've added some propulsions into the Lunges track.

Propulsions are an explosive movement using all your fast-twitch muscle fibers and they really push your heart rate up and burn fat.

SO BY THE END OF A BODYPUMP CLASS YOU'VE EXHAUSTED EVERY MUSCLE GROUP... AND ALL THE DIFFERENT FIBERS WITHIN EVERY MUSCLE GROUP...

You've pushed your heart rate into a cardiovascular training zone, you've toned and strengthened, you've burned fat, and hopefully you've had some fun along the way.

And that's THE REP EFFECT™. Tone not bulk. High reps not heavy weights. Encouraging not intimidating. Resistance training that anyone at any age and any level of fitness can do – enjoy – and see the effect.



1. Burd N., Low-Load High Volume Resistance Exercise Stimulates Muscle Protein Synthesis More Than High-Load Low Volume Resistance Exercise in Young Men, PLoS One, August 2010, Volume 5, Issue 8, e12033

2. Wernbom M., Ischemic strength training: a low-load alternative to heavy resistance exercise? Scand J Med Sci Sports 2008; 18: 401–416