

# So, I went to National

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Over the years I have attended 17 National and Region 1 Congresses, three Business forums, two Boot Camps and a few gym summits. I have accumulated notebook upon notebook of excellent ideas, cool training tips and invaluable business solutions. I'm a little embarrassed to say that on a number of occasions I have returned to the gym raring to go, but then get bombarded by little fires that need my immediate attention. I need to make sure deadlines are kept, classes are covered and the staff is accounted for, and quietly my notebook sits in the corner while my motivation wanes.

So, here is my challenge to you: read your notes, share your knowledge and use the information. At one of Steve Greeley's seminars, he says that the only way to grow after attending Congress is to use what you have learned. Go home and immediately start trying new things.

I have come up with an easy system that I can use efficiently. It only takes a little time to prepare, and it's well worth the effort. I start by grabbing a handful of colorful highlighters and my notebook from Congress.

# Congress. Now what?

First, I designate a title to each color, for example:

YELLOW: Cool new drills to try in the gym and share with staff.

BLUE: New items I would like to purchase.

GREEN: Systems that we use that need adjusting/attention.

ORANGE: Statements or phrases that I should read on a regular basis.

I select the most valuable pieces of information and focus on incorporating them into the gym. Usually people are able to take one or two new ideas at a time and really make them work for their club.

So on the first Wednesday of each month (I actually have an alarm set on my phone) I revisit my notes. I review all of my highlights and select a few to implement. Also, during the rest of

the year, if I am sitting at my desk and I am looking to start a new big project, I pull out my handy dandy notebook and pick a project.

So find your system that works for you and your staff and get inspired to use it! ✨

