

# CARLA PAGNIELLO

*'inspiration squared'*

B.P.H.E., B. ED.

Personal Trainer Specialist

Sport Strength Specialist

Pre/Post Natal Exercise Specialist

Kettlebell Specialist

Yogafit Exercise Specialist III

[www.inspirationfitness.ca](http://www.inspirationfitness.ca)

Fat Burning System: [www.inspirationfit.isagenix.com](http://www.inspirationfit.isagenix.com)

[info@inspirationfitness.ca](mailto:info@inspirationfitness.ca)

[416.550.2277](tel:416.550.2277)

## HONESTY, PASSIONATE, TEACHER

### QUESTIONS FOR THOUGHT

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**Can the average individual continue to eat from their usual food guide without adding extra protein if they start working out?**

It depends on what their goals are. If one is just seeking to get healthier and more fit, then the diet they are already consuming may be ok to support working out. Now, if what they are eating is nutritionally void of vitamins and nutrients, they may need to consume healthier foods if they require more energy for their workouts.

Another way to look at this question is to say yes, they can continue to eat from their usual food guide, however, they probably won't obtain optimal results they may be seeking in terms of lean muscle gain and fat loss. Protein is what muscle fibers are made of. In order to support protein synthesis and lean muscle gain, one must consume it. Furthermore, when we increase

our lean muscle mass in the body through proper diet and exercise, our bodies automatically become more metabolically active which means the body's ability to burn calories and subsequent fat has increased. Therefore, the more lean muscle we carry around, the less fat will be on our bodies.

Lastly, I just want to mention the importance of consuming a healthy balance of carbohydrates (complex, fibrous and simple), protein and good fats every day. This is what one should be doing in order to support what the body needs to function at its optimal level.

### **Can women that have naturally bulky lower legs (calves & ankles) alter or support this? Please explain.**

The muscles of the lower legs (calves and ankles) are predominantly affected by genetic make-up. Because these areas of our bodies are so small, it is very difficult to change the look and build of them dramatically. If one desires thinner calves & ankles, they could try doing exercises that require endurance, such as walking or jogging and light exercises with high repetitions when strength training. If one wants to build more muscle, exercises that are more demanding such as heavy weight training should be performed.

### **The most important thing people should know about working out?**

**W**orking out should be something you ENJOY and have FUN doing. Different things stimulate different people, so you have to find what works for YOU. For some, it's lifting weights, for others, it's running, going on a hike, playing soccer, etc. Whatever it is, it has to appeal to YOU. People can be lazy at times, but if you remember how it feels during and after exercise – empowered, more energetic and healthier, it can serve as motivation to get up and move!

Furthermore, working out has to become a "lifestyle" and a "routine" (just like getting up and brushing your teeth in the morning; as I like to put it). Human beings are routine animals. It takes 21 days to form a habit. We can teach our bodies to do what we want them to do, and soon enough the body will crave it!

### **If you weren't training, what other career path would you have taken?**

I also hold a Teaching degree. This was something I choose to do as a "plan B" but have never needed to pursue. All my education and experiences have helped mold me into the person I am today. I consider myself a teacher at what I do anyway, only in a somewhat different light. I am very humbled and feel blessed to be able to do what I love and make a living doing it!

## **What is the major difference between you and the other trainers around you?**

This question hits a soft spot for me. In my years as a trainer, I've worked and been a member in many different gyms. In this time, I've seen so many trainers just passing time and not taking their job seriously. For many, personal training is just a job to fill time until they get another one. It makes me so angry to see a client not get what they deserve from a trainer – their complete attention and focus. This is something that sets me apart from other trainers. When I am working with a client, they are the only person in the room as far as I'm concerned. They are what matters and have my complete attention and focus.

Clients have also made comments to me that I pay close attention to detail. I like to point out subtle things to them that they themselves are not even aware of, such as proper form or something unique about the way their body performs. This allows for my clients to be in better touch with themselves and have better body awareness.

I also listen very attentively to what my clients are saying to me. I believe that if you really focus on listening to your clients you will know what they need and can put their needs first. This will further lead to knowing how to get them the results they are looking for.

The style of training I do never allows for boredom. I see so many trainers doing the same exercises with all of their clients. If you ask any client of mine what it is that they like when it comes to training with me, they'll tell you "you never get bored training with Carla"! I am always coming up with fun, exciting and creative ways to challenge my clients.

Another thing that sets me apart is I am able to form trusting relationships with clients. My clients put their faith in my ability to lead them down the path they need be on to get them the results they are seeking. They listen and do what I tell them is best. I think this is the KEY to being a great personal trainer.

Lastly, I believe I go above and beyond what is expected. For example, I will give my clients workouts to do on their own when they are not training with me, I will check up on clients and hold them accountable for what they do on their own (nutrition and workouts).

## **This showcase can present you with opportunity--if you were to get 50 new cts, what would you do?**

It just so happens that I just recently rolled out Inspiration Fitness' expansion!!! I have just introduced a "Tier System" which will allow Inspiration Fitness to service more people and in turn will allow MORE people to benefit from having a personal trainer at their disposal.

The goal of Inspiration Fitness has always been to inspire others to help change and affect as many lives as possible positively through exercise, nutrition and to improve the quality of one's life. In this spirit, Inspiration Fitness has expanded to include more services which will aid in health and wellness for more people.

The expansion adds other highly certified, knowledgeable and skilled trainers to the team who can offer different services, experience and expertise. For example, trainers will specialize in: weight loss, strength, flexibility, toning, muscle building, improving athletic performance, nutritional guidance on healthy eating habits, proven fat burning systems, cooking classes, martial arts classes, tennis instruction, bootcamps, yoga, etc.

Now MORE people can be a part of and benefit from what Inspiration Fitness has to offer!

### **How do you deal with clients that give up after you have tried all and everything?**

I come from the belief that change can only occur if it comes from within. One can only change if THEY want to. As caring trainers, we give a lot of ourselves and our energy to our clients because we truly want to see positive change occur within them. If, however, motivation and dedication is lacking from the client there is only so much that can be done. The #1 reason why clients hire trainers is for motivation. People first seek motivation and inspiration externally, but this can only last so long and do so much. Eventually, clients have to find that inspiration within themselves.

If it reaches the point where I still see the client giving up and lacking the motivation they need to stick with it I will straight out call them on it and tell them they are wasting their time and money on something they are not fully into. I will then suggest they come back when they are ready to give what it takes to be successful. Although the person may at first be a little shocked they soon realize and appreciate the honesty I have given. They realize THEY must hold themselves accountable for their own success.

### **Most important lesson you've learned during your training career?**

To be successful in this business is not just about being a good trainer, there's a lot more to it. It takes a kind of person that people are attracted to in terms of personality and how likeable you are. If people like you, they'll keep coming back. Also, the ability to form a connection with clients is very important as well as gaining their trust.

Furthermore, the ability to listen and know what the client needs from you is very important.

In addition, I think it is essential to network with like-minded individuals. The more you see the power of people and how we can all help each other, the more you can use this power to move you forward.

Finally, I consider my job as a trainer to be a life-long learner. I constantly want to better myself, my knowledge and my ability and realize this will only make me better at what I do. Never stop learning!

## **Greatest mistake most trainers make?**

I find most trainers are too focused on what they want, and are not focused enough on what their clients want and need. To be a good trainer and get people results that they seek, it is imperative that trainers pay attention to the small details. Being observant can tune you into what a client really needs.

## **How do you stay above and beyond the rest?**

I stay above and beyond the rest by constantly challenging myself to grow and get as many people (other colleagues and clients) involved in it. People like to see change and like to feel that they are a part of that change. I strive to come out with unique and exciting things that no other companies are offering and will benefit people the most by giving them what they really want and need; such as cooking classes, yoga and martial arts classes (indoors and outdoors), different price points for personal training, custom eating plans and fat burning systems, etc.

## **Do you work in conjunction with any other professionals for the benefit of your client, is it done enough, do you think more trainers need to do the same?**

**ABSOLUTELY!** I strongly believe that if you do something, then do that ONE thing very well (Live in your strength!). Therefore, you should only be an expert in one field. For this reason, I am affiliated with other professionals that are experts in their fields, such as performance coaches, massage and athletic therapists, osteopaths, chiropractors, other skilled trainers, naturopaths, nutritionists, etc.

## **What is the greatest change you have made in your given routines in the past 2 years?**

The greatest change I've made is one of balance. I was used to training at a very high, intense level as a teenager and young adult playing semi-professional sports. This took quite the toll on my body.

Now, my body feels best when I combine my week with strength training, yoga and cardiovascular exercise (such as spinning and biking, stair climbing, skipping and boxing).

Lastly, but not to be forgotten about is rest. I make it a priority to get sufficient rest each night so that my body can perform the way I need it to everyday. Our bodies all need proper rest to re-charge our batteries.

The most important thing I can say is to be 'in-tune' and listen to your body. It will tell you what it needs!

## WORDS TO LIVE BY...

*"Don't lower your expectations to meet your performance. Raise your level of performance to meet your expectations. Expect the best of yourself, and then do what is necessary to make it a reality."*

~Ralph Marston