



# THE INSIDER

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## Peak Health & Wellness Center Great Falls, Idaho

The Peak started as a vision of Lynn Compton back in 1991 when she was the manager of Montana Deaconess Medical Center's Healthworks. That small, 8000 square foot facility in downtown Great Falls housed about 800 members. Lynn saw the need for a bigger facility with aquatic fitness, weight equipment, child care and activities for all ages...

Fast forward ten years to the groundbreaking of a 45,000 square foot club known as the Peak Health & Wellness Center, a partnership between the Benefis Health Systems, Jack Tawney, and Doug Mahlum. Lynn Compton's vision became a reality in March, 2002, when the club opened its doors, and Great Falls could show off its first brand new multipurpose club, where people and families of all ages are not only welcome, but there truly is something for everyone to do.

Multipurpose is almost an understatement when describing the Peak. You can arrive at 5am, have your work-out, and then relax in the steam room,



sauna or hot tub. Take a dip in one of the pools if you like and follow that up with a latte or fresh fruit smoothie from the full service juice bar. If you decide to make a day out of your visit, stay for a fresh salad, or homemade sandwich for lunch, and relax in the cozy lobby. Join

one of the 140 weekly group classes, or make a one-on-one appointment with a Personal Trainer. Don't forget basketball, racquetball, or squash. Lastly, you can finish with a full-body massage, a facial, or even a pedicure. Nothing has been left out at the Peak, where health and wellness is just as much about the journey, as it is about the results.



As the Peak prepares for its 10th birthday in March 2012, it will have completed its 4th expansion, bringing it to about 65,000 square feet! The most notable



additions are a 3rd swimming pool, new family change areas, and the most state-of-the-art, comprehensive fitness floor between Seattle and Chicago. Other highlights include:

- Remodeled steam rooms and showers in existing adult locker rooms
- New Junior Locker Rooms
- Children's pool party room and expanded programming/classes for kids ages 6 to 13
- New massage and aesthetics studio
- Expanded juice bar and kitchen
- 45 additional parking spaces

The Peak truly belongs to the Great Falls community, and its mission of "Making Lives Better Through Fitness and

Wellness" has never been more evident. Under the continued direction of Lynn Compton, the Peak and its staff are committed to having a positive impact on the health of the people in Great Falls and the surrounding area, creating an environment where anyone can flourish physically, socially, emotionally and spiritually.

The Peak prides itself on offering activities for infants, as well as 95 year olds, and everyone in between. The current expansion shows the



Peak's willingness to meet the needs of a city the size of Great Falls and sacrifice nothing when it comes to quality and customer service.

If you haven't been into the Peak before, take the time to stop in for a tour, and see what truly is one of the brightest gems in Great Falls.

## SAVE THE DATE!

*Don't miss it! FitLife Owners & Managers Retreat is February 22-23 at the Red Lion Hanford House in Richland, WA.*

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## IN THE CLUB

The Sunset Athletic Club has been very busy! On November 16th the Sunset Athletic Club hosted their eighth annual Holiday Art and Craft Fair. Managed by Office Manager, Barb Johnson, 35 vendors were hand selected creating a lot of foot traffic by members and non-members alike. Canned food donations were accepted for the Oregon Food Bank and a portion of sales were donated to the OFB.

The SAC has also begun a remodel/renovation on the original entry and front desk of the club. This major overhaul will include counters, tile, carpets, furnishings, artwork, paint, etc and should be complete around the first part of 2012.

On November 10 -13 the Sunset Athletic Club also hosted the “Rose City Pro’Am Racquetball Tournament. Approximately 160 men and women from the Northwest competed in multiple brackets over four days. This event was part of the Annual Oregon Racquetball Association. Other stops on the calendar include Lloyd Athletic Club December 8-11, Timberhill Athletic Club January 20-22, 2012 and Eastside Athletic Club Milwaukie February 16-19, 2012. For the complete 2011-2012 Oregon Racquetball Schedule visit [www.oregonracquetball.org](http://www.oregonracquetball.org).

The Cascade Athletic Club’s newest location at Fishers Landing has seen some great returns. They have started some unique activities at the different locations including a “Fut sol” night (modified indoor soccer) and a Dodge ball night in their Main Racquetball Court that has seen amazing success. It’s the stories that make us different than the National Competitors. CAC is about to hire a new Full Time Tennis Director who will replace Angelo, who left for a coaching position at Portland State.

They have just placed a fairly substantial order from Life Fitness to spruce up their Fitness Floors.

They are also in a unique position to offer

Body Training Systems brand new program called “Group Core!” Kristen Heberton is one of the National Program Developers, so they have had the privilege to test the 30 minute class for the past several months before its National Launch at the beginning of 2012! They also were able to send 14 other instructors through initial training to Launch at all four CAC locations in Mid-January, 2012.

The Columbia Basin Racquet Club is in the process of converting their locks and lockers using the new “Digi-lock” system which they purchased from Commercial Fitness Equipment in Eugene. The Digi-locks are digital locks which permit members to select any locker, key in their own 4-digit code and lock their belongings up safely. No need to worry about lost keys, jammed locks, etc. The member selects the locker of his choosing. This avoids congestion and has increased “creature” comforts and member convenience. CBRC installed 25 last June in a trial program. Since they were received so well CBRC retrofitted another 200 lockers in the men’s locker room this past September. They will install in the women’s locker rooms next spring.

## RECENT INQUIRIES: SURVEY SAYS....

**Q: Hot Yoga – Do you offer it at your club?**

**A:** At the WRAC in Wenatchee we’re doing several Hot Classes. The main one I teach is Hot Power Yoga. My class heats up to 90 degrees or hotter---last night the thermostat said 90 but it felt much hotter! You probably already know that in Power Yoga circles Baptiste Power Yoga is at about 85 degrees and Bryan Kest Power Yoga goes as hot as he can get it.

The Bikram Hot 26 is at 105 degrees but doesn’t include vinyasas (sun salutations) like a power class. His poses are static which I think can make the heat a little more bearable.

I teach a Gentle Class that isn’t hot, 75-80 degrees, and other instructors keep their classes at around 80. Of course some people love the heat and others run from it.

Come over and be our guest to try a class! Hot Power is on Monday and Wednesday nights at 6:45 pm. [www.wracc.org](http://www.wracc.org).

**A:** We offer hot yoga at our Club. It’s a Bikram’s yoga

method. We heat the room to around 90 degrees. Our members love it. Just like any program of course there are some people who don’t like the heat. But overall it is a successful class. We have anywhere from 15-25 people in the class. The room is small about 1,000 square feet.

My group exercise director, Liz can answer any other questions you might have. Her email is [liz@tricitycourtclub.com](mailto:liz@tricitycourtclub.com). *Janelle Lujan Klashke, General Manager, Tri-City Court Club, 1350 N Grant Street, Kennewick, WA 99336.*

**A:** Our club added “warm yoga” to our schedule last month. Feel free to contact me. *Greg Sparks, Fitness Programs Manager, Oregon Athletic Clubs at Hawthorn Farm, 4800 NE Belknap Court, Hillsboro, Oregon 97124, 503.640.6404 ext. 122.*

**A:** Cascade Athletic Clubs does not offer any Hot Yoga at any of our facilities... We are truly focused on the BTS version of Yoga called Group Centergy... It has been and continues to be a huge hit. Just now entering the Pilates Reformer world for the past year. There are many little Hot Yoga Studios around all of our clubs, so I am not sure big clubs in our area, Portland, Gresham, Vancouver, have any type of competitive advantage to offer a limited specialty classes such as that. I do know that the Nike Sports Centers on the Nike Campus has a few classes on their schedule. I am unsure of their success, but Beth Oliver would be a good resource for anyone wanting info on Hot Yoga. Hope this helps. *Bill Fisher, Cascade Athletic Clubs*

**Q: Is the space that hot yoga is offered dedicated solely to hot yoga and nothing else?**

**A:** At the WRAC, in Wenatchee, we use this space for other programs such as Karate, Tai Chi, some dance and up until last Friday, also for our Cycling classes. We just completed construction of a cycling theater for all of those classes so no more moving of the bikes.

**A:** No. At the Oregon Athletic Club at Hawthorne Farms, we share the space with the other group exercise classes but it is the last class of the day.

**Q: What is the size of your space? What is the average class size?**

**A:** WRAC- The room is 30 x 40, 1200 sq. ft. Our Hot Yoga classes average between 25-30 students. The other classes in this space are not that large.

**A:** HFAC- I don’t know the exact square footage but we can fit 45 people in the room. The average class size of the Heated Yoga

**Q: What is the maximum heat that you heat your studio to for classes? Do you know what the humidity is?**

**A:** WRAC- I don’t know the humidity level but the heat is brought up to between 85-90 degrees.

**A:** HFAC- We started the class as Warm Yoga (temp around 75), we just ramped it up to Heated Yoga (temp between 80-85)

**Q: Are students happy with the temperature that you offer?**

**A:** WRAC- Yes – most do not wish for it to be any warmer.

**A:** HFAC- The warm was a teaser and people begged for hotter so now the 80 degrees is great. We will not ever offer the 90 degree because that is when you talk about designating one room to just Hot Yoga.

**Q: Do you have competitors close by in your area offering hot yoga?**

**A:** WRAC- Gold’s Gym in E. Wenatchee and Snowcreek Yoga Studio in Leavenworth. Both charge additional class fees.

**A:** HFAC- We are 30 minutes from downtown Portland where Hot yoga is popular.

**Q: Are your hot yoga classes included in your membership or do you charge extra for the classes? If so, can you tell me what you charge?**

**A:** WRAC- We do not, it is included with membership.

**A:** HFAC- No extra charge.

**Q: Are your instructors Bikram certified or another hot yoga certification or do your yoga instructors teach without special certifications?**

**A:** WRAC- No, but they are yoga certified and have been teaching for a long time.

**A:** HFAC- We do not offer Bikram. My instructor graduated from the Yoga Health Institute in California. I require a high level of expertise with a firm education foundation.

**Q: Are there any specific challenges that you have with your studio, with the unit that controls the heat/humidity?**

**A:** WRAC- Not so far.

**A:** HFAC- Our issues were teaching the instructor to use the thermostat. The most important issue was changing the setting so the AC didn’t kick on.

**Q: Do you feel that offering hot yoga has brought your club new members who are just looking for hot yoga?**

**A:** WRAC- Yes. This Power Yoga class is the most popular of anything we offer at this point in group ex

**A:** HFAC- I don’t see new members but I have seen members who weren’t involved in our other services.

**Q: Can you tell me how many classes you are offering per day/week?**

**A:** WRAC- We are just getting into our fall schedule. Currently we have Power Yoga – (hot) two times a week and Saturday a.m. We also have two morning classes, and two other basic Yoga evening classes.

**A:** HFAC- We just grew from 1 class to 2 per week.

**Q:** Is the cleanliness of the room hard to manage due to all the sweating?

**A:** WRAC- No. We ask students to bring their own mats but have some available for those that don’t have their own. They are asked to clean the mats at the finish of class. The hardwood floor is mopped.

**A:** HFAC- Our other classes sweat a bunch. It isn’t just one. The main thing is to make sure people wipe their own sweat, use our spray bottles with disinfectant and have the Yoga

instructor do a quick sweep after. Like I said, this is the last class of the day when we have it.

**Q: Any advice or suggestions you’d like to share for a club looking to add this service?**

**A:** WRAC- No. Just a different group of people that are not attracted to our other class offerings.

**A:** HFAC- Have an instructor ask the current member base if anyone is interested and start recruiting friends who might be interested. That way the first class doesn’t have only 2 people in it.

**Q: Does offering hot yoga have to have its own dedicated space or can you imagine it being offered sharing a space with Group X classes such as Zumba and B? Could you imagine it being offered in a Group X studio where the majority of classes need a cooler environment?**

**A:** WRAC- Yes. When our yoga outgrows our studio, we hold classes in the Gym which is where the other group Ex is held. We like it better in the studio because it’s a nicer environment for this type of class. We have color, low level lighting which helps set the mood.

**A:** HFAC- The key is to have the instructor before the heated yoga class make sure the AC is off. Use the heat that was already generated from the class.

**Q: Are you able to share the hourly wage range that you pay your instructors?**

**A:** WRAC- I am pretty sure that your scale will be higher than ours so not sure that this is relevant but our Yoga instructors are paid based on experience from \$12-20/class.

**A:** HFAC- We pay them 3-5 dollars more than our other instructors.

**Q: How did you know what type of HVAC equipment and the heat/humidity requirements were needed for your studio?**

**A:** WRAC- We didn’t; we have just increased the temperature of the space and have not considered the humidity factor to this point.

**A:** HFAC- The units actually get a break by doing heated yoga. Usually it is working hard to keep it cool.

**Q: How long have you been offering hot yoga?**

**A:** WRAC- About 3 years.

**A:** HFAC- We have offered it going on 2 months now and there is no way we are going to stop or decrease our classes. It’s going too well with an average of 20 people showing up per class.

**Q: Do you require your Group Exercise instructors to have an ACE, AFAA etc. certification when they are “certified” in programs like Zumba, NIA, Kickboxing, Yoga?**

**A:** We don’t require any additional certification. *Ian Gillespie – Oregon Athletic Clubs*

**A:** With licensed classes such as Zumba, we always require that our instructors are certified by the licensee. Technically, I believe, that you cannot advertise a class as Zumba without said endorsement. The use of their name and logo

is prohibited without certification. As far as other classes, it is dependent on the class. We require some sort of cert. or a degree for all instructors. *Tracy Stinson, Asst. Manager, Albany Athletic Club.*

**A:** We used to mandate a group exercise certification. Then we added Body Training Systems and they provide training and certification and then on-going training every quarter. So if they are a BTS instructor they don’t need to be certified. Zumba offers a certification too – so we accept that as well as yoga. We like to have certified instructors but it is getting crazy expensive – since we pay the cost. So for group exercise we are more relaxed. For personal trainers they have to be certified. *Janelle Lujan Klashke, General Manager, Tri-City Court Club.*

**A:** We require minimum ACE, AFFA or AEA (Aquatics) in addition to a class specialization certification for all group fitness instructors. *Carrie Sattler, General Manager, Yakima Athletic Club/YAC Fitness.*

**A:** Yes. *Chuck Richards, Sunset Athletic Club*

**A:** We require certifications for all fitness staff. *David Faxon – Excell Fitness*

**A:** Peak of Post Falls has all of it’s instructors certified by Les Mills, which has education every 3-months. On a voluntary basis -1/2 of our instructors also have AFAA and ACE. They are also certified for those speciality classes like Zumba. *Heath Wilse – Peak Health & Wellness Post Falls*

**A:** We do not require a certification beyond the specialty but it is certainly advisable if you have someone new. Most of our instructors are known by the club from past experiences. *Gretchen Hanson, Manager - The Dalles Fitness & Court Club*

**A:** Peak CDA, Hayden and Post Falls currently we do not. *Gary Retter.*

**A:** As you may already know, we rely heavily on our partnership with Body Training Systems to set the bar high. We may use the Certification as a way to reward a great instructor looking to progress or use it as a requirement to move up the wage scale. I think the initial portion of a Group Fitness Instructor’s employment is about making a connection with your members and proving to us as employers that they’re reliable, they are competent, and fit within your company. Then it may be a better idea to look into ACE, AFAA, or some other guideline for an instructor. Its been so long since we were a player with Freestyle GF, I feel a little out of sorts on this one. However, Zumba is a perfect example of finding talent and people magnets before you complicate the issue of Certifications. *Bill Fisher, CAC General Manager, ACE Certified GF, Group Power and Ride Instructor.*

**A:** No we don’t. 90% of our programs are BTS, so obviously we do require that certification. *John Miller – Courthouse Athletic Club*

**A:** The Roundup Athletic Club does require some type of certification in addition to being certified by “Zumba, Group Power, etc.” *Neal Simpson – Roundup Athletic Club*

**A:** Do not require but recommend, can’t get a raise without. *Mt. Hood Athletic Club*

A: Certification is a requirement. If we find a talented fit for our members though, we will allow a window for them to obtain certification. *Kip Heilman, General Manager - Athletic Club of Bend*

A: Island Athletic Club requires certification only for the specific class or activity the instructor is teaching.

A: Yes, we require all our instructors to have an ACE or AFAA certification, regardless of the format that they teach. For classes like Zumba, yoga, BTS classes we do give them 1 year to obtain this if they don't already have it and find that with BTS instructors, it's usually the new ones getting their first certification that needs time to obtain the ACE or AFAA. Hope that makes sense. *Dona Forrester, General Manager - Highline Athletic Club.*

A: Yes we do. I have asked Melissa to respond so you get the full - accurate reply. *Randy Willis - Columbia Basin Racquet Club.*

A: We do not, we only require a nationally recognized certification in a form of group fitness instruction. The additional blanket type certification referenced below is certainly viewed as a positive though when we are considering multiple candidates. *Brandon T. Warnock - PEAK Health & Fitness.*

**Q: Is your club selling memberships online? If so, what kind of membership sales are you getting? Have you encountered any bugs/issues with this method? What challenges and successes have you had?**

A: We do not do any online membership sales. *Karey Welling, General Manager, Mountain Park Racquet Club, 503/635.3776, West Hills Racquet & Fitness Club, 503/646.4106.*

A: We have not started doing this yet. Not sure if we want to so I'd be interested in the results of this question as well. Thanks! - *Evy - WRAC*

A: No, we do not. I would be interested to see what kind of responses you get though! *Kip Heilman, General Manager - Athletic Club of Bend. kip@athleticclubofbend.com*

A: We do not sell memberships on line. All our membership prices are available on line, but a potential must come into the club to join. *Carleen - Sunset Athletic Club*

A: We have not yet tried this at CBRC. *Randy - Columbia Basin Racquet Club*

A: I am thinking about doing it. Let me know what comes out of this. I will probably implement in February, but would like to hear about other's experiences. *Jay - West Coast Health & Fitness*

A: We are currently not selling memberships on line. The only thing we have done is a Groupon on line which worked very well. *Gary R. - Peak Health & Wellness*

A: We get leads from our website but we do not actually sell membership online. *Janelle Lujan Klashke, General Manager, Tri-City Court Club.*

A: We do not, but I am very interested in starting to. *Randy Cummings - Courtsports Athletic Clubs.*

A: Our clubs do not! We currently do not sell memberships on-line but are interested in doing so in the future. *Terri Gilbreath & Jennifer Harding - East Side & West Side Athletic Clubs*

A: We are not selling memberships on line. *Dona Forrester - Highline Athletic Club*

A: We'll be trying on-line sales as our new website is rolled out. I'm interested to hear what folks have to say as well! *Camie Mueller - The Womens Club*

*A very special thanks goes out to Foundation Fitness for sponsoring this issue of the FitLife Insider*



Foundation Fitness Features Its Newest Partner: ClubSport. As the December FitLife newsletter sponsor, Foundation Fitness would like to extend a sincere "THANK YOU!" to the ClubSport organization whose 6 state-of-the-art facilities are located in OR & CA. ClubSport is currently converting all of its indoor cycling bikes to the NEW FreeMotion™ Fitness S11.9 indoor cycling bikes with power consoles, and the indoor cycling instructors are receiving the NEW Stages™ Indoor Cycling Instructor Essentials training.

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Did you know? Foundation Fitness is located in Portland, OR, as a commercial equipment distributor for the Western US and Latin America. Additionally, they have a product development office

in Boulder, CO, where the FreeMotion™ indoor cycling bikes and power consoles are engineered. Foundation Fitness also owns the newest indoor cycling instructor training program, Stages™ Indoor Cycling.

For more information about the FreeMotion™ Fitness S11.9 indoor cycling bikes & power consoles, or Matrix, Nautilus, SPRI, Stick-e, journey gym, Jacobs Ladder, or Trixter equipment, please visit [www.foundationfitness.net](http://www.foundationfitness.net), call Mike Friedman at 360-718-1491, or e-mail [mfriedman@foundationfitness.net](mailto:mfriedman@foundationfitness.net).

For more information on Stages™ Indoor Cycling, please visit [www.stagesindoorcycling.com](http://www.stagesindoorcycling.com), call Anne Liggett at 503-505-9538, or e-mail [admin@stagesindoorcycling.com](mailto:admin@stagesindoorcycling.com)

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