

## Q&A with National Cardio Tennis Speakers Team Member: Troy Robinson-Kinston Country Club

How long have you been a CT speaker?

- *About 1 year now*

What is your most memorable/funniest/impactful moment on the CT Court?

- *Funniest – leaving my mic on when going to the bathroom and came out to a class full of laughter*
- *Memorable – Having 19 people on two courts and during a golf tournament we had a crowd of golfers gather at the courts to watch.*
- *Impactful – My General manager and president sitting me down and telling me they were in awe that I can force a member to do military push ups and they will pay me, then come back day after day and talk others into doing it as well. Their exact comment was “Troy you know you have truly arrived when you can openly physically abuse a member and have them pay you to do it again”.. Cardio tennis must be a brilliant program*

What is your favorite Powermusic CD?

- *I actually make my own, or let me say my students make the music after they are sick of hearing mine two or 300 times. I have the right to retire CDs if I feel they aren't upbeat enough etc. The only rule is, it has to start slow and end slow and be right at 60mins*

How has CT grown your business and participation?

- *Immensely. The energy it creates at the facility and people love to talk about what they are doing to stay in shape and this creates intrigue. Intrigue creates experimentation and once I get them here it's into play nights and league, once in league they are in the fabric of the program*

Describe the popularity of CT at your facility.

- *In a small town it has a lot of buzz and we now have a waiting list, and for a club that has steadily declined in membership, golf and dining participation, we are up over 300% percent every year for the past two years. We will have our 5000<sup>th</sup>*

*cardio tennis participant sometime in November I hope!!! This is major because we only have 80 families here to pull from.*

What is your most helpful teaching tip for conducting a CT Class?

- *Learn to triple feed. No matter how good the drill is my crew enjoys the game based drills and I get more "that class was fun" comments and have deduced that it is because there are more games.*

Why is it important for you to be a member of the National Speaker's Team?

- *Personally I feel compelled to give back to a program that has given me and our membership another amenity that is somewhat unique and it pulls from all sections of the membership...oh and plenty of cash*

As a CT National Speaker, what is your goal with CT?

- *I would very much like to travel to clubs/facilities and "install" cardio programs, provide support and training.*

What tip would you give to a club or organization that is struggling to start up a CT Program?

1. *Get off your butt and get on the phone.*
2. *The instructor has to be especially bubbly.*
3. *Add a corner stone Monthly exercise in which people after four weeks of doing it can actually notice strength improvements, this keeps them engaged for longer periods. One month we may do abdominal so we drill and then we break up the class into segments and each starts with 2-3 minutes of ab work. So far we have had Lunges one month, push ups one month and Abs one month. Not sure what we'll be doing next.*
4. *Use a microphone as yelling over the music is tough and this allows you to blare music louder and speak with ease*

What has been your biggest challenge with CT and how did you overcome it?

- *Getting the golfers/board to get off my back about the music being so loud. Nodded my head, kept my music at the same*

*volume and went about trying to recruit more bodies and strategically recruited key individuals to head off protests. Our participation is so large now that the program is sort of untouchable. We also upped our fees and gave back to the club. Now they make money on our thunderous cardio program...is there nothing money can't fix? 😊*