



Helping Clients Say Yes to New Environments

**Tools That Improve Your
Occ Rehab Life**



Returning to activity or exercise isn't just about physical readiness, it's also about confidence, comfort, and context. Many clients recovering from injury, fatigue or mental health conditions find it daunting to start exercising again, especially in public or social environments due to fear, anxiety, or feeling "not ready."

At Specialised Health, our Exercise Physiologists regularly support clients through these barriers by using specific, motivational language that validates their concerns while gently encouraging a new perspective.

This resource gives you five common objections clients may raise, along with proven, real-world prompts you can use to help shift their thinking.

Each one is short, conversational, and designed to nudge clients closer to re-engagement,

1. Objection: "I'm not fit enough to go to a gym"

Prompt: "Totally understandable, many people feel that way starting out. But the gym isn't about being fit already, it's a place to rebuild. There are lots of people starting at different levels, and you won't be alone in that."

2. Objection: "I feel self-conscious being around other people."

Prompt: "That's completely normal. We often suggest starting with quieter times or even just visiting the space without exercising. Just being in the environment can help ease that feeling over time."

3. Objection: "I don't know anyone there."

Prompt: "That's actually what makes it a good step, low pressure, no expectations. Sometimes a small interaction like saying hello to the receptionist is all it takes to feel a little less alone."

4. Objection: "I'd rather just do it at home."

Prompt: "That's a great start. What we've seen, though, is that being in a different space can shift motivation, you associate the space with progress, which helps build momentum."

5. Objection: "I'll start once I feel better."

Prompt: "I get it. But sometimes it's the act of starting, even something small, like walking into a pool area, that actually triggers feeling better. Movement often drives improvement more than waiting does."