

Ownership

198 upvotes | 22 November, 2016 | by GayLubeOil

Back when I was a Frat Star and not yet Red Pill Superstar GaylubeOil, I had a serious problem. I had passed all the hurdles required to become a practicing personal trainer, the certifications, interviews and client acquisition. I even had great sales numbers, retention and yelp reviews. My problem was session completion rate.

I would show up for work everyday at 5:45 AM mush my oatmeal bananas and cinnamon together in my Tupperware, and enjoy the sunrise as excuses flooded my phone. Flat tires, doctor's appointments, malfunctioning alarms, traffic, children, illness, sick pets and no call no shows. Every day I would get fucked out of about half of my paycheck because my clients preferred sleeping in to working out.

However, it wasn't just me who was getting fucked. My Fitness Manager was also getting fucked because his bonus was tied to the session service count of the trainers in his charge. So basically he was getting fucked for \$200 monthly because of me, which ironically is why I had this valuable life lesson bestowed upon me.

So anyway I get to work 15 minutes before my first client, not that she was going to make 6 AM anyway. The gym is calm. Just the quiet hum of treadmills and the slow steps of the elderly. I sit down by my favorite window, watch the sunrise and begin to swirl my cinnamon bananas and oatmeal together. Out of the corner of my eye I see my Fitness Manager getting his pay stub from HR. I glance at my phone, see the beginning of a lame ass excuse from my client. I text some nonsense that makes it seem like I care and get back to my oats. Dawn is breaking.

The serenity of sunset and oats is suddenly ruined because Corporal Brown aka my fitness manager is standing over me, half yelling a mispronunciation of my Russian name, half trying to maintain a veneer of professionalism. Marines like to attack at dawn apparently. We make our way into a soundproof office because it is clear that much needs to be expressed outside the purview of complaint prone elderly white women.

With the door firmly closed I was ready to receive Corporal Brown's wisdom.

Why the fuck do only half of your clients show?

My response was some variation of how it wasn't my fault that my clients were lazy. I had done my best to motivate them and ultimately it was there responsibility to show up. If they didn't show up that was there problem. I did my job.

WRONG! Your clients belong to you. They are yours. They are a direct reflection of you and your professional ability.

When they fuck up, it is your fuck up . In fact it doesn't matter whether or not you choose to believe this. You better start believing because that's what the gym already believes. Every second you are here, the gym is judging you on the success and ability of your clients.

That awkward nerd is your awkward nerd. That bored housewife is your housewife. That chubby lonely gay is your gay.

Your job is not only to give the nerd confidence, but also to help the housewife cheat on her husband, and get the gay fit enough to get as much backdoor action as he wants. That's your job.

Your job isn't actually fitness because no one pays \$1000 a month for fitness. People only spend that kind of money on dreams. They might say it's fitness but only because they're afraid of telling you their dreams. Your job to make dreams come true. The job description says personal trainer but its actually magic genie .

Clients need to feel that you will make their dreams come true and that you are willing to hold them accountable. It's a lot harder to flake on a magical wish granting genie than an early morning workout.

Needless to say Corporal Brown gave himself a \$200 a month raise and thought me an important lesson about *ownership*. However *ownership* doesn't end at guilting Hallie Housewife honoring her commitment to fitness while dishonoring her commitment to monogamy.

Ownership is about keeping yourself accountable. Your puppy groomed and not peeing everywhere accountable. Your plate taking her birth control everyday accountable. Your girlfriend fit healthy and pleasant company accountable. For those of us on the Endorsed Contributor team, ownership also means keeping our army of Red Pill men accountable to themselves, masculinity and their muscles.

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PM GayLubeOil if you are interested in becoming a GayLubeOil fitness coaching client

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Comments

TRPforlife • 51 points • 22 November, 2016 04:57 PM

So what did you do to increase your completion rate?

[deleted] • 61 points • 22 November, 2016 05:15 PM

I think that 'raise' was him firing GLO

ex_addict_bro • 14 points • 22 November, 2016 05:25 PM

Mrp regulars should smile when reading this post.

love2fap • 1 point • 23 November, 2016 11:54 AM

Don't leave out the pcp/bcp guys

TRPforlife • 18 points • 22 November, 2016 05:18 PM

Guy is sitting around eating breakfast. I'm sure there were some DB's that needed reracking or some spray bottles that needed refilling.

GayLubeOil[S] • 17 points • 22 November, 2016 10:19 PM

That would be actually be a payout because I would take my clients and their money to a nearby studio gym

thewrecker8 • 60 points • 22 November, 2016 05:39 PM

Took the nerd out to get laid. Banged the lonely housewife, and gave the gay guy more backdoor action he was craving, obviously.

[deleted] • 21 points • 23 November, 2016 12:01 AM

and gave the gay guy more backdoor action he was craving

And that's where that username came from. It all makes sense now.

RedPillandNoFap • 7 points • 23 November, 2016 02:56 AM **[recovered]**

that's where that username came from

I thought for sure it was this

Thengine • 5 points • 23 November, 2016 06:39 PM

If you aren't cheating (steroids) you ain't trying.

reecewagner • 3 points • 24 November, 2016 06:12 PM

Maybe his name is Lou Boyle

[deleted] • 31 points • 22 November, 2016 04:56 PM

"Ownership" is fundamental to the psychology of Alpha-assertion in males. It is the paradigm shift that transitions a man's psychology from intersocial accountability to self-accountability. Failure is not controllable

in all circumstances- but excuses are your rationalization and forgiveness of failure. They are also how you try to extrovertedly rationalize failure to others in order to obtain their forgiveness and maintain social acceptance.

FieldLine • 25 points • 22 November, 2016 05:29 PM*

The reality is that most people - both men and women - would rather fail with an excuse than do what it takes to succeed. This is regardless of whether the excuse is legitimate or not. Even if I were to guarantee success provided you take specific steps - still, most people would make excuses and wouldn't want to do what it takes. The fitness level of your average loser is testament to this. We know what works. Getting in decent shape requires effort, not skill, luck or an encyclopedic knowledge of anatomy.

beachbbqlover • 16 points • 22 November, 2016 06:30 PM [recovered]

This is my problem. Literally everything else in my life just took skill and insight. I don't know effort very well.

[deleted] • 7 points • 22 November, 2016 11:46 PM

I was diagnosed with inattentive-subtype ADHD. Before medicine (dextroamphetamine) I found it to be a psychological struggle to exert hardened effort, be it physical or mental towards anything other than what brought me pleasure or satisfied curiosity. Disclaimer: I am not suggesting that you have ADHD or that you should take amphetamine for it while lifting. But in many people there are neural reward-pathway dysfunctions that can make "effort" seem impossible. A workaround is to manipulate your brain in to enjoying whatever is difficult for you or to program it as habitual and compulsive behavior.

[deleted] • 2 points • 23 November, 2016 02:52 AM

You racked discipline.

Men are made to have it beaten into them... not told to them.

[deleted] • 6 points • 23 November, 2016 03:21 AM*

I was beaten plenty before I was old enough to understand the concept of discipline. The only things it taught me were vague implications of size and strength in the ability to impose will- a primer that led to my comprehension of how tool use and opposable thumbs influence the force continuum of human conflict.

Men, in their own embodiments of perfection, are not "made-" they are created, by themselves.

RedEyesBlueShades • 2 points • 24 November, 2016 04:02 AM

You racked discipline.

Killing me here bro!

Did your marital arts coach teach you that?

Upvote for you.

StoicCrane • 5 points • 22 November, 2016 08:03 PM*

Not just effort but unrelenting sacrifices to reach ultimate peak form. Most people would rather be complacent and down fried chicken with a double decker cheeseburger than eat and prepare a clean sustainable diet day after day.

ex_addict_bro • 8 points • 22 November, 2016 05:26 PM

Jocks Willink wrote "Extreme ownership". That's a book you can read. Good post, GLO

EatmyShorts59 • 9 points • 22 November, 2016 07:50 PM

I have cliff notes on that book if anyone is interested.

<http://lilblackboy.com/book-cliff-notes/>

Fox-SAF • 2 points • 22 November, 2016 11:01 PM

Appreciate the effort for making those evernote links public.

FieldLine • 2 points • 22 November, 2016 05:34 PM

I'm in the middle of the audio book, I listen during my daily commute. Great stuff.

ex_addict_bro • 0 points • 22 November, 2016 05:57 PM

Puny excuse for not getting up at 4:30am and not reading Jocko more!!!

FieldLine • 6 points • 22 November, 2016 06:11 PM

If you don't sleep you might as well not lift

I need my beauty sleep bro

[deleted] • 3 points • 22 November, 2016 06:22 PM

fall asleep at 8

problem solved

prodigy2throw • 17 points • 22 November, 2016 07:17 PM

This is why you get to the level where you take payment in advance and if they don't show it's on them. Then you get paid either way and can book a last minute session with someone on a waiting list

stawek • -4 points • 23 November, 2016 10:40 AM

No. You are fucking up your customer and making them pay for nothing. It's unethical and it will put you out of business.

If your customer isn't coming back then your training system is shit. It might be too hard for them, too frequent, too easy, too boring, whatever. It is your job to set up the training in the way that will make them want to come back, and smile about it.

prodigy2throw • 2 points • 23 November, 2016 02:09 PM

Not true. Customers are lazy and by knowing they've already prepaid that shit they'll be more likely to come and get their money's worth.

Ronin11A • 3 points • 23 November, 2016 08:37 PM

No. You are fucking up your customer and making them pay for nothing. It's unethical and it will put you out of business.

If you're a personal trainer and you do not have 24-hour cancellation policy, you're a fucking amateur moron.

That hour that they booked? That's my time. My time is worth money, and I could have filled it with a client who would actually show up.

I eventually stopped working mornings because it wasn't worth it to me, but you bet your ass anyone that cancelled on me 15 minutes before their session was set to start got billed the full value for the session.

NeoreactionSafe • 5 points • 22 November, 2016 05:38 PM

Mob boss tells GayLubeOil:

"Hey what the fuck is this... why is the skim so small?"

GayLubeOil:

"These stupid fucks aren't even showing up... how am I supposed to do anything about it?"

Mob boss:

"It's your fault... you have to pay for the \$200 to cover the behavior of others."

aanarchist • 3 points • 22 November, 2016 06:15 PM

Sooo, what am I supposed to take from the story, work for myself instead of for blue pill fags?

NeoreactionSafe • 7 points • 22 November, 2016 06:25 PM

The boss is unwilling to take ownership of the poor results.

Like a woman he "shifts blame" onto others.

GayLubeOil now must pay the \$200 bonus directly to his boss whether he succeeds or fails in getting customers to participate.

Yes... basically it's screwed up.

It's always better to have control over your life. (independence)

TheRedStoic • 11 points • 22 November, 2016 06:34 PM

I disagree. The boss definitely took ownership. He straightened glo out with a lesson, presumably with the underpinnings of "change or change professions".

A boss owns his shit by taking it on himself to lead and educate this followers, and cut the chaff when necessary.

He did what he should have IMO. "Having experience in both sides of the transaction".

I do however fully agree, it's best to have more control than less. Just think you're reasoning isn't tight.

NeoreactionSafe • 3 points • 22 November, 2016 08:35 PM*

My Fitness Manager was also getting fucked because his **bonus** was tied to the session service count of the trainers in his charge. So basically he was getting fucked for \$200 monthly because of me, which ironically is why I had this valuable life lesson bestowed upon me.

The boss gets a bonus for running an efficient operation.

Operation fails to live up to defined goals. (boss gets no bonus from above)

Boss steals bonus from paycheck of employee.

...somehow there's something not right here.

Ideally the boss and the employee both get a bonus for excellence. This might require a slight difference in the pay scale for the employee at present. When there is a "win" it becomes a "win-win". If it's a "loss" then it's a "loss-loss". That way the boss and employee are working towards a common outcome. (non-adversarial)

With the **subtraction** approach there is very little motivation to improve if the effort required is large. The employee will then "give up" and do worse and worse. (but lose all care about it)

The whole scenario will become a downward spiral.

In absolute dollars these end up the same.

By changing the wording and making the employee think he gets a bonus for working harder he will work harder.

TheRedStoic • 1 point • 23 November, 2016 01:06 PM

Where did glo say the boss took his bonus?

I thought the boss giving himself a 200 a month payraise was meaning by straightening out glo, his overall pay increased.

Not that glo handed him the cash.

I do agree though, the additive approach is much better than subtractive. Completely behind you there. However I think that's exactly what's happening in this circumstance.

NeoreactionSafe • 2 points • 23 November, 2016 02:58 PM

The money had to come from somewhere.

The boss only gets his bonus when his team performs efficiently.

When sub-optimal performance occurs the money dries up.

So it seems to me the boss may have needed the money, so he shifts his bonus into an **entitlement** and blames GayLubeOil for his loss.

aanarchist • 2 points • 22 November, 2016 06:39 PM

that's management in a nutshell these days. that's the dangers of frame control tbh, even on here

there's a bunch of derps trying to amog each other and try to shift frame to be blameless no matter the circumstance. it's fucking disgusting, it's like 666 women on steroids, reminds me of my father heh. it makes me wonder it's like these guys aren't feminine but they act like women and use a woman's tools, yet women are attracted to these men. is this just a case of they either don't know better or don't think they'll ever find better? that they'd rather have some manipulative beta over a doormat slave beta?

NeoreactionSafe • 4 points • 22 November, 2016 08:49 PM

The whole concept of a boss stealing from an employee because of low performance is wrong.

In order to motivate you give a bonus.

By depressing your employee he likely will give up and perform even worse.

KingoftheAssholes • 1 point • 22 November, 2016 09:23 PM

Agreed. His boss could have had a more concern tone and maybe a indirect threat of being fired to motivate him. Instead he stole his money which just makes the thought of quitting pop even more. Also a call from GLO to his clients in the morning may have decrease the number of no shows.

aanarchist • 1 point • 23 November, 2016 06:18 AM

Yea but how many people do you know that would work harder given a free bonus?

NeoreactionSafe • 1 point • 23 November, 2016 03:06 PM

Boss : Pay - \$3000 : Bonus - \$200

Employee : Pay - \$2000 : Bonus - \$0

New configuration:

Boss : Pay - \$3200

Employee : Pay - \$1800

aanarchist • 1 point • 23 November, 2016 03:59 PM

i'm not sure i follow. but basically the boss is slowly consolidating the wealth for himself, what else is new. that's basically what's going on with all the temp jobs and all the other nonsense. the people at the top want to max out their personal gains, whatever the cost whether it's to other people or the environment. honestly it sounds like they're killing the planet trying to suck it dry, and for what? funny how their irrational fear of the future and death or whatever, trying to slow it down and keep themselves safe, all they're doing is speeding up the process. for machines they sure seem to lack basic logic.

NeoreactionSafe • 1 point • 23 November, 2016 04:04 PM

The boss didn't like his bonus being dependent on outcomes.

So he "shifted blame" from himself as being **responsible** to the very people he is there to motivate... the employee.

This is called "Passing The Buck".

The bonus is supposed to be a reward for being a great motivational boss. (not anymore)

aanarchist • 1 point • 23 November, 2016 04:14 PM

lol so basically he wanted a raise that he didn't earn.

BENDERisGRREAT • 1 point • 22 November, 2016 07:43 PM

Eh, my dad changes his mind as often as a women but it fucks with their feeling so they love it

aanarchist • 1 point • 23 November, 2016 06:20 AM

Those aren't women if they're attracted to unstable feminine behaviors

BENDERisGRREAT • 1 point • 23 November, 2016 05:18 PM

play with feelz, profit. Im not saying hes an unstable person, just that he can treat people in unstable ways. When he was 50 and getting together with his current wife, he had to get rid of his hot tub to get the youngins from coming over and waiting for him to get off work.

I think it worked off of his willingness to just drop them, so abundance mentality

RUALUM15 • 3 points • 22 November, 2016 10:25 PM

The prophet speaks again. Wonderful insight man.

Short-changedChad • 2 points • 22 November, 2016 10:54 PM

Ownership, responsibility, accountability, holding high standards- all inherently masculine traits.

Abundance mentality, outcome independence, IDGAF attitude- all inherently masculine traits.

These appear incongruent with each other. The question (for me at least) is do you style your 'brand' of alpha to fit one category or the other, or do you attempt an ad hoc approach and make yourself a shape-shifting alpha chameleon, which can be problematic for a recovering beta?

LuckyLuke23 • 2 points • 23 November, 2016 02:58 AM

great post man! thanks for posting.

[deleted] • 4 points • 22 November, 2016 07:20 PM

That's beautiful fake story

GayLubeOil[S] • 6 points • 22 November, 2016 10:20 PM

Beautiful mostly true stories are more memorable and therefore more useful to TRP than philosophical treatises.

sorad792 • 2 points • 23 November, 2016 12:30 AM

Like all great stories, it's a fiction rooted in truth

norsegaud • 2 points • 22 November, 2016 10:19 PM [recovered]

I can see a problem with this mindset for a few guys here. First, you don't have to obsess and blame yourself for every little thing. It's not a lack of Ownership most of the time, it's just "shit happens".

A lot of things I've learned over the years were learned the hard way because I implemented them too strongly in my life. I went from 0 to 100 and only needed to be at 50. Don't treat people like shit because you're "taking Ownership"...

GayLubeOil[S] • 8 points • 22 November, 2016 10:23 PM

The fastest way to lose clients is to treat them like shit. In fact there are always other trainers and financial obligations that will compete with you for your clients. They need to love you for the arrangement to work long term.

[deleted] • 4 points • 23 November, 2016 02:57 AM

Inspiration has no replacement.

[deleted] • 2 points • 23 November, 2016 10:01 AM

Unconditional positive regard.. + getting to know someone by breaking into zoos and stealing goats.

kremer5 • 1 point • 22 November, 2016 07:49 PM

Have you read Extreme Ownership by Jocko Willink? He was a commander of marines in Afghanistan (Rhamadi specifically) in 05-06. He states in his book that this was the most dangerous place to be, aka you had the greatest likelihood of getting killed in combat. His group got into firefights pretty much daily.

So in the book he talks about how any mistake he made with his troops was ALWAYS his fault. No matter what. Tough pill to swallow when one of your guys dies.

He now instructs corporations/businesses/groups on how to increase efficiency and productivity at the work place based on this "extreme ownership" principle.

It's a very good read

Thengine • 1 point • 23 November, 2016 06:38 PM

OP seems to have watched this:

Extreme Ownership: How U.S. Navy SEALs Lead and Win