



Celebrating Your Wins

Hi there,

How often do you pause to say,

“Wow, I’ve come a long way” instead of,
“I should be further by now”?

If your answer is somewhere between *rarely* and *never*, you’re not alone.

We talk with Pilates instructors and studio owners every day who are chasing the next milestone:

- ✓ more clients
- ✓ better class attendance
- ✓ launching that teacher training program
- ✓ or simply making it through the busy seasons

Goals are important, but constantly measuring yourself against what *hasn’t* happened yet can make your *wins* feel invisible.

This month, we’re sharing a simple but powerful mindset shift:

👉 **You’re doing better than you think.**

Even if...

- your schedule isn’t full
- you haven’t raised your rates yet
- you’re still figuring out your next step

What you *have* done matters. The progress you've made, seen and unseen, is real.

- ✨ You showed up on the hard days
- ✨ You adjusted your schedule to protect your peace
- ✨ You answered client questions with confidence you didn't have last year
- ✨ You kept your studio going, your community engaged, and your mission alive

And that brings us to a concept we *love* from the book [*The Gap and The Gain*](#) by Dan Sullivan and Dr. Benjamin Hardy:

As high-achieving professionals, we tend to live in **the gap**—constantly focused on the distance between where we are and where we want to be.

But what if, instead, you focused on **the gain**? On how far you've come. On the lessons, the growth, the quiet wins. 🎉

That's where confidence builds. That's where sustainable success lives.

So here's your permission to pause and take stock of the real wins:

- ✨ You redesigned your schedule around the work you *want* to do
- ✨ A client told you your class changed their day (or their body!)
- ✨ You set a boundary that gave you your evenings back
- ✨ You mentored a teacher into a role they're now thriving in
- ✨ You kept going even when things felt shaky

This part of your journey often goes unnoticed, but it's the foundation of a thriving studio, loyal community, and sustainable Pilates career.

As we move through May, we encourage you to check in - not with what's missing, but with everything you've built.

Because here's the truth: **You're doing better than you think.**

And PEI is here to support you every step of the way.

With so much respect for all that you do,
The PEI Team

P.S. Read [*The Gap and The Gain*](#)? Hit reply...we'd love to hear your takeaways. Haven't read it yet? It's a powerful addition to your studio owner book stack.



PILATES
EDUCATION INSTITUTE



BRING PILATES TEACHER TRAINING TO YOUR STUDIO AND MAKE IT YOUR OWN

At PEI, our mission is to increase the number of highly-qualified Pilates instructors across the world by empowering you, the Pilates studio owner, to build and implement a Pilates teacher training program. We provide the curriculum and resources, and you train your own instructors - and keep the profits!



Pilates Education Institute

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