

Get paid to help people get fit!

FabJob Guide to
**Become a
Personal
Trainer**



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You can find the most recently updated information for this career in the [Personal Trainer Certificate Course](#) offered by International Association of Professions Career College (also known as [IAP Career College](#)) at iapcollege.com. Visit [Personal Trainer Certificate Course](#) to learn more.



1. Introduction

Are you into health and fitness? Enjoy working with people of all shapes, sizes and backgrounds? Do you love sharing your knowledge about health and fitness with other people and advising them on how to get the most from their exercise routine? If this sounds like you, personal training might be the career for you.

Personal training is one of the fastest growing jobs in the health and fitness industry today. Why? Unless you live under a rock, you probably know that obesity is an epidemic in this country. The Centers for Disease Control says:

From 1999–2000 through 2013–2014, a significant increase in obesity was observed in both adults and youth....More than one-third of adults and 17% of youth in the United States were obese in 2011–2014.

— Source: *NCHS Data Brief*, No. 219, November 2015

With people scrambling to lose weight, even as technology makes it easier for people to do their business without ever leaving the house, personal trainers are reaping the benefits of an overweight nation.

The U.S. Bureau of Labor Statistics predicts:

Employment of fitness trainers and instructors is projected to grow 10 percent from 2016 to 2026, faster than the average for all occupations.

As businesses, government, and insurance organizations continue to recognize the benefits of health and fitness programs for their employees, incentives to join gyms or other types of health clubs are expected to increase the need for fitness trainers and instructors. For example, some organizations may open their own exercise facilities onsite to promote employee wellness.

Other employment growth will come from the continuing emphasis on exercise to combat obesity and encourage healthier lifestyles for people of all ages. In particular, the baby-boom generation should continue to remain active to help prevent injuries and illnesses associated with aging.

1.1 What is a Personal Trainer?

If you don't already know what a personal trainer does, the title should give you a clue. A personal trainer's job, in simple terms, is to train, or teach, people how to exercise. Of course, there is much more involved when it comes to personal training. A trainer will not only be an educator, but will also become a motivator, a coach, a psychologist and, possibly, a friend to his or her clients. As a trainer, you'll wear a number of hats to perform your job effectively, so having a wide range of skills and talents is a must in this business.

Once upon a time, athletes were the only folks using personal trainers and coaches to help them excel at their sport. Nowadays hearing the phrase "My trainer says..." is more common than hearing, "My shrink says...." So people from all walks of life are using personal trainers to help them learn how to exercise, lose weight and adopt a healthier lifestyle.

But, what will you actually do with these people? You'll meet with your clients for an hour at each session and you'll take them through

workouts designed to help them reach their goals. As you will learn later in this guide, these sessions might include weight training, cardio exercise, sports-specific drills, and/or flexibility training. You'll also monitor their progress using different protocols such as body fat testing, circumference measurements, and resting heart rate levels.

Not only will you be involved in workouts with your clients, you'll also spend time getting to know them and their history with exercise, fitness and weight loss. You'll be giving them advice about their lifestyle and daily functionality, as well as general information about health and nutrition.

As a personal trainer you'll have a wide range of employment opportunities, not just in a health club setting. Personal trainers work at universities, community centers, spas, resorts and even cruises. Corporate fitness is also a growing business and many certified personal trainers work for companies who provide workplace wellness programs. You can start your own fitness training business or work for someone else; the possibilities are endless!

1.2 A Brief History

The evolution of personal fitness training begins in the mid-20th Century. Jack Jones notes in *The Business of Personal Training* that the demand for personal trainers began in the 1960's, which is when Dr. Kenneth Cooper coined the term aerobic exercise.

Once people began to realize the importance of exercise, the health and fitness industry expanded and the advent of group aerobics classes began. There were suddenly bigger health clubs offering everything from weight training to aerobics classes and celebrities started lending their names to the growing fitness trend. Arnold Schwarzenegger was a champion bodybuilder (his first of many Mr. Universe titles won in 1970) long before he became the Terminator and governor of California. Celebrity Jane Fonda made a huge splash in 1982 with Jane Fonda's Workout, the best-selling home video of all time.

This trend set the stage for personal trainers, who actually started out selling memberships at health clubs. These future trainers began their careers as salespeople and, when club members demanded more

one-on-one attention, fitness organizations began offering personal training certifications. Nowadays, as mentioned above, you can find personal trainers in health clubs, on cruise ships, at resorts and spas and even on the Internet! With the options for personal trainers growing on a regular basis, it is no wonder it has become such a popular career choice.

1.3 Benefits of a Personal Training Career

Every trainer has their own reasons for why they chose this career path. Joe Garafolo, a fellow trainer in New York, said he became a personal trainer because “it’s one of the few areas of medicine that does not require the client to be injured. Although we work with some clients who are ill, our main focus is on improving the quality of their life. Clients really appreciate our services. It’s ‘Positive Medicine’.”

Mark Schiavo, a trainer at Plus One Fitness Clinics said, “It definitely wasn’t to make money. It was because I had been involved with sport all my life and I didn’t foresee a future sitting behind some desk.”

In an article at WomensWire.com (no longer online), Amy Tvetene says “Aside from feeling like you’re helping folks, you can make good money (\$25 to \$100 an hour) in this profession and work a flexible schedule.”

In my experience, personal training can be hard work, but it doesn’t have to feel like work. Getting to know your clients and spending time talking to them and sharing your knowledge is almost a social experience.

Here are some of the other rewards of this career:

Satisfaction from Helping People

So, what’s so great about being a personal fitness trainer? For one thing, you’re helping people. Your clients will come to you with specific goals they want to reach and they’re counting on you to help them. Seeing your clients succeed will give you a sense of satisfaction at the end of the day that you may not get from other jobs.

Flexibility

Another pleasing aspect of personal training is the flexibility. Depending on the path you choose, whether on your own or working for a company, you're in charge of your own schedule. According to your own body clock, time constraints, and lifestyle you can set your own hours for when you want to train your clients. This allows you to either continue working at other jobs or arrange your schedule to have more time for other things, such as spending more time with your family and friends, sleeping late or whatever it is you like to do.

You Can Be Your Own Boss

Yet another benefit is the ability to be your own boss. While it can be challenging to start your own business, the rewards typically outweigh the challenges. Not only can you set your own schedule, you can also dress the way you want (a trainer doesn't have to wear a suit or dress!), take days off when you need them, and work as little or as much as you want. There are no bosses to answer to (other than yourself), and you make all of the important decisions. You're not stuck in an office all day long and, best of all, you won't spend most of your time sitting in front of a computer.

Keep in mind that you also won't have that secure income coming in, nor will you have any benefits unless you become an employee of a health club or another facility. However, if you yearn for a flexible schedule and the ability to help people become healthy and fit, you can succeed!

1.4 Inside This Guide

If personal training sounds good to you, keep reading! In the *FabJob Guide to Become a Personal Trainer*, you'll get the inside scoop on becoming a successful trainer no matter what your background and experience. You'll learn:

- What personal training is
- Characteristics you need to be a successful trainer
- Responsibilities of a personal trainer

- How to get certified
- Educational opportunities to boost your resume
- What you need to get started
- How to get a job with a health club
- Finding other jobs in the fitness industry
- How to find new clients
- What to consider before quitting your day job
- How to decide whether to work on your own or work for a company
- Financial needs to start your business
- How to keep up with industry trends and news

If you are ready to become a personal trainer, read on to find out how to prepare for this career and get hired. This guide will help you choose the right path for your career in the fitness world and give you the insider scoop on success.

You have reached the end of the free sample of the *FabJob Guide to Become a Personal Trainer*. You can find the most recently updated information for this career in the [Personal Trainer Certificate Course](#) offered by International Association of Professions Career College (also known as [IAP Career College](#)) at iapcollege.com. Visit [Personal Trainer Certificate Course](#) to learn more.

Get a Personal Trainer Certificate



The next time someone asks you “Why should I hire you for your dream career?” or “What are your credentials?” imagine being able to say: “I am a trained professional with a certificate from the International Association of Professions Career College!”

A certificate from the **International Association of Professions Career College** may give you:

- **Respect** as a professional plus a sense of confidence and achievement
- A competitive **advantage** when marketing your services
- A **credential** for your resume when applying for employment
- Assurance to clients of your **professionalism** and evidence of your expertise
- **Higher earnings** (according to the U.S. Bureau of Labor Statistics publication Certificates: A fast track to careers)

This part-time 6-week course is open to students anywhere in the world and is offered online, allowing you to earn a Personal Trainer Certificate from the comfort of your own home.

If you enjoyed this sample guide, you can receive the complete guide as an online textbook when you register for the course. You will also receive access to the comprehensive, self-directed online Personal Trainer Certificate Course, a faculty member who can provide you with personal teaching assistance and career advice, a beautiful professional Personal Trainer Certificate upon successful completion of the course, and more.

Visit the [Personal Trainer Certificate Course](#) page on the IAP Career College website for more information and to register.

Visit iapcollege.com for more dream careers!



- Antiques Shop Owner
- Art Gallery Owner
- Bakery Owner
- Bar Owner
- Bed and Breakfast Owner
- Book Editor
- Book Publisher
- Bookkeeper
- Bookstore Owner
- Boutique Owner
- Brewery Owner
- Bridal Salon Owner
- Business
- Business Analyst
- Business Consultant
- Business Ethics
- Cake Decorator
- Candy Store Owner
- Cannabis Business Owner
- Career Coach
- Caterer
- Chocolate Shop Owner
- Cleaning Business Owner
- Closet Organizer
- Coffee House Owner
- Craft Store Owner
- Dance Studio Owner
- Daycare Owner
- Death Doula
- Digital Marketing
- Dog Daycare Owner
- Dog Walker
- Doula Business Owner
- Economics
- End-of-Life Doula
- Errand Assistant
- Etiquette Consultant
- Event Planner
- Executive Assistant
- Executive Coach
- Fashion Accessories Store Owner
- Fashion Designer
- Feng Shui Consultant
- Fitness Club Owner
- Florist
- Freelance Writer
- Genealogist
- Gift Basket Business Owner
- Gift Shop Owner
- Gourmet Food Store Owner
- Graphic Designer
- Hair Salon Owner
- Handyman Business Owner
- Happiness Coach

- Home Decor Store Owner
- Home Stager
- Human Resources Consultant
- Ice Cream Shop Owner
- Image Consultant
- Interior Decorator
- Interior Redesigner
- Jewelry Designer
- Landscape Company Owner
- Life Coach
- Lifestyle Expert
- Makeup Artist
- Management
- Management Consultant
- Matchmaker
- Motivational Speaker
- Nail Salon Owner
- New Age Store Owner
- Non-Profit Business Owner
- Office Manager
- Organic Farmer
- Party Planner
- Party Store Owner
- Personal Assistant
- Personal Chef
- Personal Concierge
- Personal Shopper
- Personal Trainer
- Pet Hotel Owner
- Pet Sitter
- Pet Spa Owner
- Professional Organizer
- Professional Photographer
- Project Manager
- Psychology
- Public Relations Consultant
- Relationship Coach
- Restaurant Owner
- Sales Professional
- Secondhand Store Owner
- Social Entrepreneur
- Social Media Consultant
- Sociology
- Spa Owner
- Stationary Store Owner
- Tea Room Owner
- Teacher of English as a Foreign Language
- Time Management
- Travel Consultant
- Virtual Assistant
- Web Designer
- Wedding Planner
- Weight Loss Center Owner
- Wellness Coach
- Wine Store Owner
- Winery Owner
- Yoga Studio Owner

