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Business: Your Step By Step Guide To Success
(StartUp Series)

Start Your Own Personal Training Business: Your Step By Step Guide To Success (StartUp Series)

From the creator of the popular website Ask a Manager and New York's work-advice columnist comes a witty, practical guide to 200 difficult professional conversations—featuring all-new advice! There's a reason Alison Green has been called “the Dear Abby of the work world.” Ten years as a workplace-advice columnist have taught her that people avoid awkward conversations in the office because they simply don't know what to say. Thankfully, Green does—and in this incredibly helpful book, she tackles the tough discussions you may need to have during your career. You'll learn what to say when

- coworkers push their work on you—then take credit for it
- you accidentally trash-talk someone in an email then hit “reply all”
- you're being micromanaged—or not being managed at all
- you catch a colleague in a lie
- your boss seems unhappy with your work
- your cubemate's loud speakerphone is making you homicidal
- you got drunk at the holiday party

Praise for Ask a Manager “A must-read for anyone who works . . . [Alison Green's] advice boils down to the idea that you should be professional (even when others are not) and that communicating in a straightforward manner with candor and kindness will get you far, no matter where you work.”—Booklist (starred review) “The author's friendly, warm, no-nonsense writing is a pleasure to read, and her advice can be widely applied to relationships in all areas of readers' lives. Ideal for anyone new to the job market or new to management, or anyone hoping to improve their work

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experience.”—Library Journal (starred review) “I am a huge fan of Alison Green’s Ask a Manager column. This book is even better. It teaches us how to deal with many of the most vexing big and little problems in our workplaces—and to do so with grace, confidence, and a sense of humor.”—Robert Sutton, Stanford professor and author of *The No Asshole Rule* and *The Asshole Survival Guide* “Ask a Manager is the ultimate playbook for navigating the traditional workforce in a diplomatic but firm way.”—Erin Lowry, author of *Broke Millennial: Stop Scraping By and Get Your Financial Life Together*

Earn a Healthy Living Helping Others Win the Battle of the Bulge Personal trainers aren't just for athletes and the rich and famous anymore. As people become more aware of the importance of living a healthy lifestyle, personal trainers are in high demand. You'll learn the nuts and bolts of starting a personal training business, including everything from establishing a business plan to getting certified to finding a profitable niche. Tips from successful trainers provide inspiration and advice along the way. They offer insights about: Requirements and startup costs What to expect during day-to-day operations Making yourself stand out from the competition Marketing strategies Building solid relationships with clients How to track and manage finances The most popular services trainers are offering You'll also find out about the latest trends in health and wellness so you can keep your business at the cutting edge in this rapidly expanding market. Whether you want to run a solo-operation or an exercise studio employing other trainers - you'll have the tools to succeed.

Making and maintaining lasting changes in nutrition and fitness is not easy for anyone. Yet the communication style of a health professional can make a huge difference. This book presents the proven counseling approach known as

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motivational interviewing (MI) and shows exactly how to use it in day-to-day interactions with clients. MI offers simple yet powerful tools for helping clients work through ambivalence, break free of diets and quick-fix solutions, and overcome barriers to change. Extensive sample dialogues illustrate specific ways to enhance conversations about meal planning and preparation, exercise, body image, disordered eating, and more. Reproducible forms and handouts can be downloaded and printed in a convenient 8 1/2" x 11" size. Exercise Personal Training 101 provides a message of empowerment for personal trainers who believe in the holistic development of their clients. The key philosophy of the book is to help personal trainers of exercise to empower their clients with good problem-solving and decision-making skills concerning their health and well-being. Good personal trainers become great personal trainers when they practise HELP with their clients and help them to become better problem-solvers and decision makers rather than telling them what to do, by offering sound and scientifically-based information that is personalised and appropriate. Personal exercise training books that address associated issues of the profession are rare and not easily available. Many personal trainers are self-taught, do not have the required qualifications and are motivated by the amount of money that they can make rather than the health and well-being of clients. Readers will learn what makes a good personal trainer and those who are in the profession can benefit by equipping themselves with the knowledge, skills and attitudes that will make them a great exercise personal trainer. Excellent personal trainers can be lifestyle and wellness coaches who are renowned for their great listening skills and high emotional quotient. They exceed client expectations at every opportunity. Special features in the book include concept statements, strategies for action, technology

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updates, in the news, key points and technical jargon, web-resources and follow-up references. The book is a must-read whether you are starting out in personal training or you are an experienced personal trainer. Contents:Generic Personal Training Issues:Fundamental Anchors and Beliefs in Personal TrainingCode and Ethics of Personal TrainingThe First Client Meeting — Keeping It RealEffective Fitness Programme DesignSpecific Programme Issues:Designing the Flexibility ProgrammeDesigning Strength and Endurance Resistance ProgrammesDesigning the Cardiovascular ProgrammeDesigning the Nutritional ProgrammeIndividualising Programme DesignExercise Considerations for Special Cases Readership: Undergraduates and graduate students, academia and researchers in sports sciences, entrepreneurs working to set up their own companies, general public. Keywords:Personal Training;Exercise;Ethics;Effective;Nutritional The Fitness Professionals Masters of Business Administration Start Your Own Personal Training Business 3/E The Personal Training Business Bible Becoming a Personal Trainer For Dummies Strength Zone Training Your Personal Trainer A blueprint for personal trainers so they can work less and earn more.

Get Money for Your Business! Learn the Financing Fast Track Strategies Used by Successful Entrepreneurs and Investors Finance Your Own Business: Get on the Financing Fast Track will help readers learn how to get funding for a business and build strong business credit ratings -- the right way. The authors cover these important aspects of business credit and finance: * How to obtain business credit

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cards and small business loans * How to easily build business credit ? * Finding unique financing strategies for your business * How to understand the opportunities--and pitfalls--of crowd funding Finance Your Own Business will teach: * The power of business credit * How to get an SBA loan * The secrets of micro lenders * How to prepare your own PPM * The risks of using retirement funds * Financing scams to avoid Bonus: The book's Business Credit Resource Guide provides you with valuable contacts to begin building your business credit.

Personal trainers aren't just for athletes and the rich and famous anymore. More and more regular folks are realizing they need help to get back into shape, and they are willing to pay the price to get that help. As a result, the fitness industry is booming. A skilled personal trainer with sound credentials and strong interpersonal skills can easily earn \$75,000 to \$100,000 per year. So if you've been thinking about going into business as a personal trainer, now is an ideal time. Whether you want to start a part-time personal training business, a full-time solo operation, or a substantial company with a full stable of trainers and your own exercise studio, this book is for you. You'll learn: Who is using personal trainers and why The most popular services trainers are offering Requirements and start-up costs The finer points of sales and marketing What to expect during day-to-day operations How to track and manage the financial side How to hire trainers to work for you You'll also hear from industry experts as well as personal who have

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built successful operations and are eager to share what they've learned.

Personal Training: Why You Should Hire Your Own Personal Trainer Prosenca is dedicated to guiding, motivating and providing the tools necessary to transform people into the best version of themselves. Our goal is to empower men and women across the globe to realize that physical and mental fitness are not a short-term solution, but a lifetime choice, and to actualize what they have come to understand into a daily routine. Prosenca has created a fitness guide to help you better understand the value of hiring a personal trainer and why you may want to consider it as part of your training regimen. Do you wish to know more about hiring a personal trainer, specifically, why you should do so? Many of the world's top athletes, celebrities, models are truly sights to behold. Why? It's because of their beautiful and fit physiques. As an athlete at the top of one's game, it's crucial to be at your physical peak condition during competition season and at the heart of such peak conditioning is physical fitness. For many celebrities whom millions of people all over the world drool over, the single biggest thing that's responsible is how great they look physically. And their looks have a lot to do with having a very fit body. And with fashion models, being in tiptop physical shape is their biggest asset. So how do many of these ultra-fit people achieve such level of fitness? The obvious answer is a very good training program. But what not a lot of people may know is that most, if not all, of them use a not so secret weapon

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most people are either unaware of or think is unnecessary. And that secret weapon is called a personal trainer. In this book, you will learn 5 very important reasons why you should invest in a personal trainer to get into the best shape of your life and stay there. And these are not just flimsy or shallow reasons for doing so. These can be very powerful reasons that will not only motivate you to get a personal trainer at the start of your fitness training program but also continue with a personal trainer at least until you're able to achieve your specific fitness goals. It is our hope that by the end of this book you won't just have developed a deep appreciation for personal trainers but more importantly, to motivate you to look for and hire one so you can start your journey towards achieving your physical fitness goals. Prosenice is dedicated to providing accurate, easily to follow guides, such as this one on personal training, to help you be your best self. Prosenice is firmly committed to motivating, inspiring, and educating through the sharing of objective, fact-based health and fitness information that is rooted in science. We give you the tools you need to get in great shape and build a lifetime of good health. Join us - let's work together to maximize your potential and achieve your optimal self while embracing life to the fullest! So what are you waiting for? Purchase the book now to step into the world of personal training!

How to Start Your Own Theater Company

How to Be an Awesome Personal Trainer

Leading Agile Developers, Developing Agile Leaders

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How to Navigate Clueless Colleagues, Lunch-Stealing Bosses, and the Rest of Your Life at Work

Your Step-By-Step Guide to Success

Help Clients Lose Weight

What are the biggest obstacles to sticking to a workout program? You don't have enough time? It costs too much? You don't have enough equipment? You don't know how to get the results you want? Now you can set those excuses aside.

Smarter Workouts: The Science of Exercise Made Simple gives you the solution you need with efficient and effective workout programs that use only one piece of equipment. You can work out in a short period of time without spending a lot of money on expensive equipment or gym memberships—all while targeting your personal goals. Exercise doesn't have to be difficult to figure out. In *Smarter Workouts*, fitness expert Pete McCall explains the effects of exercise on your body so you can identify what will work best for you. He gives you access to fat-burning workouts that help you work smarter to produce real results. First, choose your target: improving mobility for better balance and coordination, strengthening your core for better functional movement, or amping up your metabolism with sweat-inducing conditioning work. Then select one of seven equipment options to perform your workout: Bodyweight Dumbbell Kettlebell Medicine ball Stability ball Sandbag Resistance band Armed with a variety of exercises and organized plans, you'll flow quickly through your workouts, saving precious time and experiencing real results. Put an end to your frustration and let *Smarter Workouts* be your go-to guide for smart, effective workouts. CE exam available! For certified professionals, a companion continuing education exam can be completed

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after reading this book. The Smarter Workouts Online CE Exam may be purchased separately or as part of Smarter Workouts With CE Exam, a package that includes both the book and the exam.

Brought to you by the UK's leading small business website you're looking for a practical guide to help you start a business, this is the book for you. Covering each stage of starting up - from evaluating your business idea to market your product or service - this annually updated handbook includes the latest information on support and legal regulations for small businesses, plus advice on taking advantage of today's economic conditions. Whether you're looking to start up a cleaning business, set up as a freelancer, go into property development or start an eBay venture, you'll uncover the expert advice you need to succeed. Inside you'll find practical pointers and first-hand business insight from successful start-ups and top entrepreneurs. Find out how to:

- Turn an idea into a viable business
- Write an effective business plan
- Raise finance for your start-up
- Deal with regulations and laws
- Price products services competitively
- Find and retain customers
- Market your business on a budget
- Hire the best employees

Unlock your athletic potential and get into the best shape your life with Krista Stryker's HIIT and bodyweight workouts—all of which can be done in just minutes a day! you've ever thought you couldn't get results without spending hours in the gym, that you'd never be able to do pull-up, or that it's too late to get in your best shape ever. The 12-Minute Athlete will change your mind, your body, and your life. Get serious results with high-intensity interval training (HIIT) workouts that can be done in just minutes a

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day. Give up the excuses and learn to use your own bodyweight and a few basic pieces of portable equipment to do short, incredibly effective workouts. Reset your mindset, break through mental blocks, and set meaningful goals you'll actually accomplish. You can finally ditch the dieting and enjoy food as fuel with simple eating guidelines to the 80/20 rule. In *The 12-Minute Athlete* you'll also find:

- A guide to basic calisthenics and bodyweight exercises for any fitness level
- Progressive exercises to achieve seemingly "impossible" feats like pistol squats, one-arm push-ups, pull-ups, and handstands
- More than a dozen simple and healthy recipes that will fuel your workouts
- Two 8-week workout plans for getting fitter, faster, and stronger
- Bonus Tabata workouts
- And so much more!

The 12-Minute Athlete is for men and women, ex-athletes and new athletes, experienced athletes and "non-athletes"—for anyone who has a body and wants to get stronger and start living their healthiest life.

Most dating books tell you what NOT to do. Here's a book dedicated to telling you what you CAN do. In his book, *Get the Guy*, Matthew Hussey—relationship expert, matchmaker, and star of the reality show *Ready for Love*—reveals the secrets of the male mind and the fundamentals of dating and mating for a proven, revolutionary approach to help women to find lasting love. Matthew Hussey has coached thousands of high-powered CEOs, showing them how to develop confidence and build relationships that translate into professional success. Many of Matthew's male clients pressed him for advice on how to apply his winning strategy not to just get the job, but how to get the girl. As his reputation grew, Hussey was approached by more and more women, eager to hear what he had learned about the male

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perspective on love and romance. From landing a first date to establishing emotional intimacy, playful flirtation to red-hot bedroom tips, Matthew's insightfulness, irreverence, and warmth makes *Get the Guy: Learn Secrets of the Male Mirror to Find the Man You Want and the Love You Deserve* a one-of-a-kind relationship guide and the handbook for every woman who wants to get the guy she's been waiting for.

Smarter Workouts

How to Build a 6 THEN 7 Figure Fitness Business
Start Your Own Business 2012

A Personal Trainer's Guide to Business Success
Step-By-Step Startup Guide

Motivational Interviewing in Nutrition and Fitness

This book is all about making you the best possible

practitioner you can possibly be, an AWESOME Personal

Trainer. Inspire greater change in your clients, have a better

work-life balance, get better results, achieve greater job

satisfaction and become more successful.

With advice and instruction from an experienced actor and

theater director, this pragmatic, authoritative guide imparts

backstage know-how for wouldbe playhouse practitioners

on everything from fundraising and finding a space to

selecting plays and navigating legal issues. Chronicling three

seasons at Chicago's award-winning Congo Square Theatre,

this journey behind the curtain reveals the nitty-gritty

details--such as managing rent, parking, and safety issues;

determining tax status and calculating budgets; and finding

flexible day jobs--that are often overlooked amid the zeal of

artistic pursuit. Inspired by Congo Square's own unique

inception, the valuable how-to also speaks directly to the

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many underserved audiences who want to create their own companies, including African American, Asian American, Latino, physically challenged, and GLBT communities. With lists of Equity offices, legal advisers, and important organizations, this complete resource is sure to help ambitious theater lovers establish and maintain their own successful companies.

Start Your Own Personal Training Business Your Step-by-Step Guide to Success Entrepreneur Press

*Eddie Lester has helped more than four thousand personal trainers reach their financial goals and grow their businesses. Now, he wants to help you do the same in this new guide to professional success. In *Business and Sales: The Guide to Success as a Personal Trainer*, Lester takes you through every step needed to secure the sale and net a new client. Like your own journey, the guide starts with one of the most important steps: attaining certification. Passion isn't enough to be a personal trainer; you need to show your clients that you are knowledgeable and trustworthy. The next chapters reveal how to create a personal brand, define your niche, target your most important demographic, hone your selling personality and sales pitch, make an amazing first impression, follow up with each client, and calculate a pricing structure. Lester also outlines business checkpoints to help you gauge your progress. His "Power Questions" can uncover a client's true motivations and empower you to make the sale. The most important concept Lester wants you to learn is discipline. Use the same drive that makes you a successful personal trainer to become just as successful as a*

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business owner.

Management 3.0

Personal Training

*Get Fitter, Faster, and Stronger Using HIIT and Your
Bodyweight*

NASM Essentials of Personal Fitness Training

Chirp / Pollito

Don't waste your time doing workouts that leave large gaps in your strength or load you up with unnecessary, redundant exercises. Take a strategic approach to your workouts by using a proven system that trains strength through each joint's true full range of motion. Even if you lift, you may still be missing something in your quest to get stronger. Optimal training does not involve training all the muscles; instead, it trains all the ranges (or zones) of each muscle. Many popular exercises work the same muscles the exact same way.

Performing redundant exercises is a waste of your time. In Strength Zone Training, renowned personal trainer Nick Tumminello, who has become known as the trainer of trainers, shows you the following: How to build strength through the true full range of motion The redundant exercises you just don't need to do The exercises to maximize upper body and lower body strength that are missing from your workout The angles most people don't do exercises for but should The best exercises to include in your program to train each muscle group

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A better strategy to follow when choosing your exercises Beginner and advanced workout plans for any schedule You ' ll find exercises addressing every area of the body, with details on how to perform the exercise as well as coaching tips. Select exercises are depicted with a hybrid of photo and art highlighting the movements, or zones, that provide a training stimulus. You will learn how to combine exercises within a workout in a smarter and more strategic way to collectively train through a full range of motion—resulting in not just an improvement in physique but also an improvement in performance and a reduction in injury risk. In addition to the exercises, you ' ll find four chapters of easy-to-follow workout plans you can immediately use at the gym. You can select a fully comprehensive workout plan that is right for you, regardless of your training level or weekly schedule. Strength Zone Training is the blueprint for building muscle with a purpose, making it simple to create workout programs that eliminate exercise redundancy and use full range of motion so you can build a body that is all-around stronger and more durable. Choose your exercises and get ready to dominate! CE exam available! For certified professionals, a companion continuing education exam can be completed after reading this book. The Strength Zone Training Online CE Exam may be purchased separately or as part of the Strength

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Zone Training With CE Exam package that includes both the book and the exam.

Personal training is an exciting industry to be in right now! Starting a personal training business can offer a satisfying combination of financial reward, a flexible schedule, and a career where you can make a profound difference in the lives of others. As skilled personal trainer, having good business knowledge and judgment can be the first step to earning a substantial income. In this revised guide, our experts teach you the nuts and bolts of starting a business, including everything from writing a business plan to finding a profitable niche. From boutique studios to partnerships with schools and private trainers, this book will help get you started on the right foot.

Book & CD-ROM. The manual delivers literally hundreds of innovative ways demonstrated to operate streamline your business. Learn new ways to make your operation run smoother and increase performance, shut down waste, reduce costs, and increase profits. In addition, you will appreciate this valuable resource and reference in your daily activities and as a source of ready-to-use forms, Web site resources, and operating and cost cutting ideas that can be easily applied to your operation. The Companion CD-ROM has the actual business plan you can use in MS Word (tm).

"A look at personal training that goes beyond the

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textbooks." - Muscle & Fitness Now in a revised, expanded, and upgraded edition, Ignite the Fire is the highly practical approach to personal training already relied on by thousands of trainers Worldwide. Repeatedly called one of the "best books for personal trainers", it provides a clear road map teaching you how to become a personal trainer, to getting a personal trainer certification, to building your career from the bottom up so you can build a clientele, your reputation, and income. HAVE YOU EVER wanted to know the best, high-integrity techniques to get more clients, run a fitness business, or have a solid system for selling personal training? You're not alone. For years Jon's been asked these questions so he read, watched, researched and interviewed the best in the world to compile Ignite the Fire. This powerful book for certified personal trainers will show you how to:

- Find your dream job in the fitness industry (pg 26)
- Find, market to, and sell your ideal client while seamlessly dealing with objections (pg 64)
- Build amazing workouts for beginners (pg 124)
- Deal with difficult client types (pg 160)
- Develop multiple income streams while maintaining your reputation (pg 202)

Ignite the Fire provides a clear road map to building your career from the bottom up so you can build a clientele, your reputation, and income.

Two-brain Business 2.0

The Science of Exercise Made Simple

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ACSM's Resources for the Personal Trainer

Personal Training Business

The Guide to Success As a Personal Trainer

Get the Guy

In this book: Brought to you by the UK's leading small business website Startups.co.uk." Need a hand to get your business up and running? If you're looking for a practical guide to help you start a business, Start Your Own Business 2013, is the book for you. Covering each stage of starting up - from evaluating your business idea to marketing your product or service - this annually updated handbook includes the latest information on support and legal regulations for small businesses, plus advice on taking advantage of today's economic conditions. Whether you're looking to start up a cleaning business, set up as a freelancer, go into property development or start an eBay venture, you'll uncover the expert advice you need to succeed. Inside you'll find practical pointers and first-hand business insight from successful start-ups and top entrepreneurs including easyjet's Stelios and Betfair's Andrew Black. Find out how to: Turn an idea into a viable business Write an effective business plan Raise finance for your start-up Deal with regulations and laws Price products or services competitively Find and retain customers Market your business on a budget Hire the best employees . Other books in the Startups.co.uk series: Books on the following

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subjects are available from the Startups.co.uk series: Startups: Online Business, Startups: Bright Marketing, Startups: How to Start a Successful Business. Possibly credited to advancements in technology or learning behaviors, or a rise in focus on personal development, the education and training industry is steadily growing, creating a demand for eager entrepreneurs. Exploring varied opportunities aspiring business owners will be given business ideas, teaching and training methods, and an overview of essential tools. A range of industry examples will be given for:

- Accreditation, certifications, and credit
- Adding training onto an existing business as side income
- How to sell media/training tools
- How much to charge clients
- Start up costs
- Software types used
- The legal obligations around taxes, business registration, working from home, and content confidentiality
- Growth planning and writing a business plan

Relevant and fun call-outs, tip boxes, industry stats, an index, and a rich appendix and glossary will be provided. Appendix will offer resources in:

- Continued learning and rounded training for trainers
- Industry organizations and trade groups
- Books and eBooks
- Videos
- Software
- Websites
- Successful online trainers and online education institutions
- Consultants
- Certification organizations

Teaching methods and tools will cover:

- Videos
- eBooks
- Interactive software types
- College

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sponsored staff training for college instructors •Hardware, camera, video, sound equipment •Online group forums •Online events •Choosing the right presentation style and linking to appropriate social media sites •Networking presentations

Personal Training Business shows you how to create a revenue stream by helping clients build stronger, healthier bodies. This guide features information on how to start a training business, choose a training focus and location, cultivate a client base, and market training services using the latest trends in social media.

As people become more aware of the importance of living a healthy lifestyle, personal trainers are in high demand. This popular guide covers the nuts and bolts of starting a personal training business, including everything from establishing a business plan to getting certified to finding a profitable niche. The scoop on the latest health and wellness trends keep new trainers on the cutting edge in a rapidly changing and expanding market. Plus, it offers value-added services such as nutrition consultation, massage, online consultation and wellness coaching. Tips from professional trainers provide insight on building solid client relationships, avoiding burnout, implementing powerful marketing plans, what to expect during day-to-day operations and how to hire new trainers. Entrepreneur Press is a leading small to mid-sized business trade publisher,

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provides aspiring, emerging, and growing entrepreneurs with actionable solutions to every business challenge—ultimately, leading them from business idea to business success. The Secrets to Building a Successful Personal Training Career (Revised, Updated, and Expanded)

The Bootcamp Blueprint

Start Your Own Personal Training Business

The Business of Personal Training

Business and Sales

The 12-Minute Athlete

If you're ready to build a successful personal training business - read this book now. Forget the old concept of just being a personal trainer, exhausting your energy and time while not achieving your dreams - reframe your mindset and learn how to create business success. Whether that's earning \$100K a year, training only the clients you choose, or opening your own business, Unstoppable is the playbook for you. This guide is a must for anyone who wants to learn personal training, boost their personal training career, increase their fitness sales or create a successful personal training business out of their passion. Here's what you'll learn: How to start in the personal training industry, find your niche and fuel your passion How to build the business you really want as an independent personal trainer, gym owner, and more How to increase your income by implementing the sales ideas, pitch outlines and pricing guidelines How to

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build your brand and market yourself so that you stand out from the crowd How to save hundreds of hours by creating business checklists and templates to streamline your work; bringing value to your clients and your bank account Be inspired through journeying with Luke, a fictional character based on real-life experience, as he struggles and overcomes many of the challenges that you may be facing right now. If you are serious about succeeding as a personal trainer - invest in yourself and read Unstoppable.

Have you ever wondered how to become a personal trainer but found yourself thinking: "What if I fail or am not good enough?" "How do I find paying clients?" "Where should I even start?" If so, you're in the right place. In this book the authors cut through the noise and show you exactly how to: *

- * Identify your niche - So that you feel confident in your training programs and can effortlessly sign paying clients.
- * Define your marketing strategy - To attract a constant stream of ideal customers.
- * Confidently manage your business - Without spending hours on administration or non-critical tasks. When you follow the steps in this book you'll not only start your business, you'll also sign your first five paying client(s). Imagine how your life will change when you're doing work you love and have control over your own schedule. Reading this book (and taking action) will save you time and money. You don't need to keep trying

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to figure this out on your own. Instead, read this book and start your dream personal training business now. If you're a stay-at-home mom looking to add income doing flexible and rewarding work. Or if you want financial freedom and a career that excites you. These steps work. Make Money as a Personal Trainer shows you exactly how to become a personal trainer and attract your first five paying client(s) as quickly as possible. So, what are you waiting for? Click the BUY NOW button at the top of this page and start creating your dream personal training business

Describes the role of the personal trainer in designing customized fitness plans and monitoring fitness

There is a better way. It really is possible to build a business that supports the lifestyle you dream of for you and your family. And that is exactly what this book is about: creating a large fitness business that allows you to pursue your passion for helping people while you also create your dream lifestyle.

How to Start , Operate and Promote Your Personal Training Business

Start Your Own Business 2013

Get on the Financing Fast Track

How To Become A Personal Trainer And Find Your First Five Clients

Ignite the Fire

How to Open and Operate a Financially Successful Personal Training Business

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If Chris Cooper has a superpower, it's the ability to make mistakes faster than anyone else. Fortunately, none have been fatal, and they can help OTHER gym owners build happier lives. Chris brings a "big picture" perspective unmatched by anyone else in the industry. After thousands of hours spent one-on-one with gym owners, hundreds of blog posts and more interviews than he can recall, Chris shares his best lessons in the second edition of "Two-Brain Business." From Australia to Europe to North America, these are what Chris' clients--some of the best gyms in the world--are doing RIGHT. This is the follow-up to Two-Brain Business, one of the most popular fitness business books of all time. But its content is all new, with fresh stories, smart ideas and proven tactics. www.twobrainbusiness.com

ACSM's Resources for the Personal Trainer provides a broad introduction to the field of personal training, covering both basic science topics and practical application. It was originally designed to help people prepare for the ACSM Personal Training Certification Exam. It continues to serve that function, but the market for it has expanded to practitioners in the field looking for an additional resource, as well as in an academic setting where the book is a core text for personal training programs.

From marketing and sales to budgets, staffing, and clientele issues, *The Business of Personal Training*

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walks you through the business-based side of personal training while teaching you the valuable skills you'll need to start, build, and grow your business.

Love helping other people improve their physical fitness? Become a certified trainer, start your own business, and grow your client base with this user-friendly and practical guide. Want to turn your passion for fitness into a lucrative career? Each year, more than 5 million Americans use personal trainers to take their workouts to the next level—and this plain-English guide shows you how to get in on the action. Whether you want a part-time job at the gym or a full-time personal training business, you'll find the practical, proven advice you need in *Becoming a Personal Trainer For Dummies*. If you want to become a certified personal trainer and start your own business—or if you're a certified trainer looking to grow your existing practice—you're in the right place. This practical guide has a thorough overview of what it takes to get certified and run a successful business, complete with expert tips that help you:

- Find your training niche
- Study for and pass certification exams
- Attract, keep, and motivate clients
- Interview, hire, and manage employees
- Update your training skills
- Expand your services

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both; position: relative; direction: ltr;" A user-friendly guide with unique coverage of personal trainer certification programs, *Becoming a Personal Trainer For Dummies* includes tips on selecting the right program and meeting the requirements. You'll learn to develop your training identity as well as practice invaluable skills that will make you a great personal trainer. Inside you'll discover how to:

style="margin: 0px; padding: 0px; user-select: text; -webkit-user-drag: none; -webkit-tap-highlight-color: transparent; position: relative;" Choose the right fitness equipment, for you and your clients Create a business plan, a record-keeping system, and a marketing campaign Perform fitness assessments Develop individualized exercise

Make Money As A Personal Trainer

How Personal Trainers Can Make 6 Figures a Year, Working 60 Mins a Day

How to Sell Personal Training

Finance Your Own Business

Exercise Personal Training 101

The How-To Guide to Starting Your Own Personal Training Business

When a little chick leaves the flock, he stumbles on to an adventure that will change him forever. This charming bilingual Spanish-English picture book is a cute read for little explorers.

Introduces a realistic approach to leading, managing, and growing your Agile team or organization. Written for current managers and developers moving into management, Appelo

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shares insights that are grounded in modern complex systems theory, reflecting the intense complexity of modern software development. Recognizes that today's organizations are living, networked systems; that you can't simply let them run themselves; and that management is primarily about people and relationships. Deepens your understanding of how organizations and Agile teams work, and gives you tools to solve your own problems. Identifies the most valuable elements of Agile management, and helps you improve each of them.

Developed by the National Academy of Sports Medicine (NASM), this book is designed to help people prepare for the NASM Certified Personal Trainer (CPT) Certification exam or learn the basic principles of personal training using NASM's Optimum Performance Training (OPT) model. The OPT model presents NASM's protocols for building stabilization, strength, and power. More than 600 full-color illustrations and photographs demonstrate concepts and techniques. Exercise color coding maps each exercise movement to a specific phase on the OPT model. Exercise boxes demonstrate core exercises and detail the necessary preparation and movement. Other features include research notes, memory joggers, safety tips, and review questions.

Personal Trainer Client Log Book - Blank Lined Notebook For Personal Training Clients As a personal trainer you need a notebook because you want to remember the important bits about your clients when at the gym away from your laptop, business tasks, ideas, program design etc. This Personal Trainer Journal / Notebook Is Perfect For: Writing ideas about Personal Training Your Personal Trainer program Your client notes Reflecting on the PT session or even your own gratitude journal Personal Trainer notebook - nothing happens in your Personal Trainer business until it is put onto paper and actioned. This notebook contains 118 blank wide

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ruled pages ideal for Personal Trainer day to day, business ideas, and even journaling your day's achievements. This Personal Trainer notebook is also ideal for writing about your clients. There is room for copious notes, writing and journaling. It is the perfect size for keeping handy on your desk, gym or studio, mobile personal training or when you get home, or in your bag. This Personal Trainer journal is in fact ideal for a PT looking specifically to get organized and confident in using lists etc to get things done - sometimes it is great to get off the laptop and put pen to paper! Filled with 118 pages, this notebook makes a useful PT gift for personal trainers. With the full-color matt paperback cover, this deeply coloured Personal Trainer writing notebook could come in very handy for general day to day use, or for a specific project such as notes and sketches about the gym you're opening, or workout ideas. With custom sized pages 6x9 inch this notebook also has plenty of room for journaling, taking notes or doodling - however you wish to structure your Personal Training business. Give your Personal Trainer a gift as a token of appreciation. This Personal Trainer notebook: Personal Trainer Gifts Personal Trainer Journal Blank Ruled Notebook Attractive Deep Colour Matte Front Cover Personal Trainer Networking Notebook Personal Trainer planner Personal Trainer gift Learn Secrets of the Male Mind to Find the Man You Want and the Love You Deserve

Increase Your Income and Clientele

Ask a Manager

Start Your Own eLearning or Training Business

The Most Effective Method for Maximizing Muscle Development

Career As a Personal Trainer

Do you think that earning a living from your love for

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exercise is a stretch? It's not. Careers in fitness are one of the fastest-growing segments of the US job market, and leading the way are personal trainers. In fact, the ranks of personal trainers have jumped by almost 50 percent over the last ten years, and there is no sign of this job growth slowing up any time soon. Young and old, men and women, people of all income levels are signing up for fitness classes and personal training sessions at an ever-increasing rate. With obesity being blamed for many of the health problems that people face today, thousands of people throughout the nation are determined to shed their extra weight. These people are turning to personal trainers to assist them in reaching that goal. Reality television shows like *The Biggest Loser* have proven that no matter how overweight people are, they can slim down and learn how to stay fit with the aid of a knowledgeable personal trainer. Those who are already in good physical shape and want to stay that way also pay personal trainers to fine tune their exercise routines and provide expertise on the latest fitness trends. Athletes, dancers, rock singers, actors, and others whose professional careers rely on being in shape, retain personal trainers to keep them in peak form. Corporations bring in personal trainers to help top executives stay at their physical best. Today, more than ever before, the emphasis is maintaining good health by exercising and eating properly, and personal trainers can provide valuable insights in both these areas. Fitness is a service industry.

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Every client is different, every client needs an individualized exercise program. Being a personal trainer is not a job that can be taken over by automation or outsourced to another country. This is work that needs to be done face to face, and your clients come to rely on your services. You become an important part of their weekly routine, and you tweak their fitness programs as they go through life. Outstanding personal trainers can keep their clients for many years. When your clients look and feel good, you are rewarded. The job takes discipline and dedication. Personal trainers have to stay focused and must keep their clients motivated. You are working with people one-on-one. You are in charge of their exercise regimens, and that makes being a personal trainer a results-oriented job. Whether they love to exercise or don't, your clients want to look in the mirror and be happy with what they see. If they aren't, they may not continue working out with you. Successful personal trainers don't let their clients slack off. That means pushing clients to reach new fitness goals during every workout session, even though there are going to be days they just don't want to exercise. Each time you take on a client, you are putting your reputation on the line. With every success, the demand for your services grows, along with increased earnings. This Careers Report contains a wealth of unbiased information about an occupational field, based on direct interviews with reliable experts. Careers Reports cover attractive and unattractive sides,

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opportunities, education necessary, personal qualifications required, earnings, descriptions of different job specialties, first person accounts by those in the field, and how to get started; including practical advice on what to do now. There are links to schools and colleges, associations, periodicals and other sources of useful information. Careers Reports are the results of impartial research that will give you answers for today and tomorrow. Careers Reports will help you choose the work which will fulfill your life and reward your expectations. You may not know what you want to do -- even what there is to do. There never was a time when selecting a career was more important . . .or more baffling.

Everything, from A to Z, that a Personal trainer will need to begin, start, open and run a "Fitness Business".This isnt the book about "Muscles, Diets, Stretches and Workouts".This isnt the book about "Making a fortune with Sales and marketing".This - IS - the book that is like the business course you'd take in college to become a "Fitness Professional"....If the college course existed.Every business owner needs a basic education in business. This is the Business Administration course if you are or are going to be a Personal trainer, Fitness manager or any kind of Gym owner or manager.This course covers everything from day 1 of starting your own business to setting-up business plans that revise and are updated for years to come.If you are an EXPERIENCED

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TRAINER with years already in the business. This would be the course of info and strategies that you always wished was out there. How-To run a business and save thousands of dollars and massive amounts of wasted time and effort. All the things "Administratively" you could do to save hundreds of hours per year , while increasing profitability. This course does include your "Base line" sales and marketing plan, so when you actually are ready for those " Get Rich " or "Make a Fortune " in sales Personal Trainer Programs.....You actually might be able too. Given you'd have a real business infrastructure and groundwork in place to support the success. A smooth running business can not only save, but also make a Fitness Professional thousands or even tens of thousands of dollars over their career. 200 information packed pages in all More info @ www.gymmba.com

This short and to the point book of how to sell personal training has been simplified so you can read the book and instantly start making more sales. This is the formula that I have used with personal trainers in the last 10 years to sell millions of dollars worth of personal training. This book is designed to give you a systematic approach to your sales process to ensure that you are getting as many sales that you are capable of getting in the shortest amount of time. Master these principles and I guarantee you will be successful in your personal training career. This guide will give you the road map on how to make sure you are making personal

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training your career and not just a side job. If you are someone who is afraid to sell or think that sales are bad and you currently don't have the client base you really want then this book is for you. My philosophy is to sell to help so you can change people's lives. Personal training should be a vehicle for you to use in order to gain immense satisfaction as well as creating a sustainable and predictable high income. Enjoy the book.

Unstoppable

**Personal Trainer Client Log Book - Blank Lined
Notebook For Personal Training Clients**

Your Step-by-Step Guide to Success

Why You Should Hire Your Own Personal Trainer