

CASE STUDY PART 1 INTRODUCTION

Personal Trainer, Inc, owns and operates fitness centres in various cities in Victoria and southern NSW. The fitness centres have done well, and the company is planning an expansion by opening a new “supercentre” in Brisbane, Queensland.

BACKGROUND

Kate Umi, CEO, heads Personal Trainer’s management team. Three managers report to her at the firm’s Melbourne headquarters: Janet McDonald, manager, finance; Tai Tranh, manager, sales and marketing; and Ryan Curry, manager, operations. The managers who run the 12 existing centres all report to Ryan. Kate wants the new supercentre in Brisbane to emphasis a wide variety of personal services and special programs for members. If the supercentre approach is successful, it will become the model for Personal Trainer’s future growth. Kate personally selected Jason Lewis, a manager with three years of fitness centre experience, to run the new facility.

The new supercentre will feature a large exercise area with state-of-the-art equipment, a swimming pool, a sporting goods shop, a health food store, and a snack bar – with healthy

Personal Training Case Study

Anita M. Moorman



Personal Training Case Study:

How to Open and Operate a Financially Successful Personal Training Business John N. Peragine, John N Peragine Jr, 2008
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

Case Studies in Winning Negotiations
Gerard Assey, 2024-08-25 Case Studies in Winning Negotiations is your essential guide to mastering the art of negotiation across various industries This book dives deep into real world scenarios offering detailed case studies from sectors such as B2B B2C retail and government Each chapter unpacks the strategies challenges and lessons learned from successful negotiations providing you with actionable insights to enhance your own skills Whether you re navigating a high stakes corporate deal or a complex public sector contract this book equips you with the tools needed to achieve the best outcomes It emphasizes the importance of preparation adaptability and building long term relationships while also encouraging readers to develop their own negotiation styles Ideal for both seasoned professionals and those new to the field Case Studies in Winning Negotiations is more than just a learning resource it s a blueprint for success in any negotiation scenario Transform your approach to negotiation and unlock the potential for winning deals with confidence

Advanced Personal Training
Paul Hough, Simon Penn, 2016-11-10 Effective fitness instruction and training programme design require an exercise specialist trainer to combine professional experience with strategies underpinned by scientific evidence This is the first comprehensive fitness instruction and training programme design resource to explore the evidence base of effective programme design drawing on cutting edge scientific research to identify optimum training methods and dispel some common myths around fitness training Putting clients training goals at the centre of the process by focusing on their most common objectives such as improving general health enhancing cardiorespiratory fitness decreasing body fat and increasing muscle mass this book helps the reader develop a better understanding of the physiological principles at the core of successful programme design Simple to navigate and full of helpful features including applied case studies example training programmes and guides to further reading it covers a variety of key topics such as pre exercise health screening lifestyle and fitness assessment nutrition cardiorespiratory endurance resistance and core training recovery from exercise An essential text for fitness instructors personal trainers and sport and exercise students this book provides an invaluable resource for fitness courses exercise science degree programmes and continued professional development for exercise professionals

The Complete Book of Personal Training Douglas Brooks, 2004 This books is the most comprehensive and authoritative resource for you as a personal trainer whether you are a newcomer to the field or have a well established business The book

is truly a complete resource it s full of information about working with clients and designing programs and it s a practical guide to all aspects of the personal training business It will help you in all aspects of your profession learn applicable information on fitness testing and assessment identify your clients goals and create fitness tests specifically for them learn how to develop cardiovascular strength and flexibility training programs properly train and help special populations understand the business side of personal training including marketing yourself as a trainer getting and retaining clients and learning time management learn how to expand your business back cover *ACSM's Exercise Testing and Prescription*

Madeline Paternostro Bayles,2023-01-26 Fully aligned with the latest edition of ACSM s Guidelines for Exercise Testing and Prescription ACSM s Exercise Testing and Prescription 2nd Edition equips students and practitioners to confidently collect interpret and act upon physical fitness data for healthy and special populations Reflecting the unsurpassed expertise of the American College of Sports Medicine this practical text walks users through the process of selecting and administering fitness assessment interpreting results and drafting exercise prescriptions in line with proven Guidelines parameters The updated 2nd Edition is optimized for today s learners combining clear concise writing with dynamic visuals to keep readers engaged clarify essential concepts and practices and prepare users for confident clinical practice **A Complete Guide to**

Starting, Running and Growing a Home-Based Business Md Shariful Islam,2023-03-07 This book will provide valuable insights and practical advice on how to start and run a successful business from the comfort of your own home Whether you re an entrepreneur looking to start your own business or a professional looking to transition to a work from home model my book will be a valuable resource for you I am excited to have the opportunity to create this Book for you for starting a business from home This Book covers the topics of finding a profitable business idea creating a business plan managing finances marketing and legal considerations The information provided is clear concise and easy to understand and also includes examples and case studies to help illustrate the concepts discussed in the book The purpose of this Book is to educate and inform individuals interested in starting a home based business The book will cover various aspects of starting and running a successful home based business This eBook is designed to provide comprehensive and actionable information to help individuals start and run a successful home based business Whether you are a stay at home parent a retired individual or someone looking to start a new career this Book will provide the information and resources you need to achieve your goals Learn the ins and outs of starting and running a successful home based business with this comprehensive guide that covers everything from idea generation to marketing and growth strategies Discover how to turn your passion or hobby into a profitable home based business Learn how to evaluate market demand and competition for your business idea Get tips on setting up a legal and tax compliant business structure Find out how to create a business plan and secure funding Discover how to effectively market your home based business and reach your target customers Learn how to manage your finances stay organized and balance work and life Get insights on scaling and growing your business for long term success In

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adeptly outlined helping practitioners implement personalized strategies into their service delivery models The book also highlights the critical role of technology in achieving personalized service excellence It explores the integration of advanced analytics AI and machine learning to create tailored experiences that resonate with customers on an individual level The transformative potential of personalization is explored through real world examples that illustrate the positive impact on brand reputation and overall customer success Addressing the inherent challenges of implementing personalized service the author offers invaluable insights into overcoming common obstacles This includes aligning organizational culture training and engaging the workforce effectively and embracing a customer centric approach throughout the entire organization Unlock the full potential of personalization and witness the remarkable impact it can have on your customer relationships brand reputation and ultimately your organization s success

Creative Approaches to Teaching Primary RE Maggie

Webster,2014-06-11 As an increasingly significant aspect of primary teaching Creative Approaches to Teaching Primary RE is the essential companion to help bring creativity to life in the classroom The text begins with a discussion of creative education and the value of Religious Education moving on to reflect on the cross curricular nature of the subject exploring ways of introducing creativity to the classroom through the medium of Religious Education Each chapter provides ideas and activities demonstrating how pedagogy and theory can be applied in practice within a school setting The inclusion of case studies will help you consider how to develop creative approaches in all curriculum areas This book invites you to ask questions such as What is Creative Education Why should RE be included in the ever changing curriculum How can I use Religious Education to generate a more creative environment in the classroom

ChatGPT Millionaire: Unleashing Entrepreneurial Success in the AI Era Dr. Mark Duncan,2024-04-18 Here s the easiest handbook to making quick and easy money with ChatGPT In this book I ll show you how to Establish a one person Enterprise solopreneur online easily with your expertise and passion 100 use cases and success stories that you can refer to Make money without much effort creating passive incomes while you are sleeping 50 highly useful ChatGPT prompt example and response pairs for personal and professional uses Effortlessly create and promote engaging content Have more time for what really matters to you Businesses today pay big bucks for content creation market research and social media marketing With ChatGPT even if you re a newbie you can do them all alone Many businesses aren t onto this yet so you can step in and offer your services for less with hardly any effort This opportunity might not last forever so it s prime time to get started Get ChatGPT Millionaire Unleashing Entrepreneurial Success in the AI Era now and discover how to make money online the easy way Plus you ll gain access to a free book titled Exploring ChatGPT A Guide to Free and Paid Versions The book covers Introduction to the AI Era of Entrepreneurship Understanding ChatGPT Your AI Entrepreneurial Ally Building Your One Person Enterprise Harnessing the Power of Passive Income Streams Navigating the Digital Marketplace Making money with ChatGPT 100 Case Studies Success Stories of AI Driven Entrepreneurship Creating content for eBook blog posts and social media in a snap A Beginner s

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Management Steven A. Trotter,Chris Stevenson,2024-10-14 Readers will learn to manage various kinds of fitness facilities including for profit and non profit facilities large commercial chain facilities boutique facilities school or organization facilities and others Topics include marketing and promotions recruiting onboarding evaluating and offboarding staff risk management and emergency preparedness building and equipment acquisition and maintenance and program development Readers will learn practical methods to build promote staff and maintain fitness facilities that attract and keep clientele

Supporting Workplace Learning Rob F. Poell,Marianne van Woerkom,2011-01-19 During the 1990s the workplace was rediscovered as a rich source of learning The issue of workplace learning has since received increasing attention from academics and practitioners alike but is still under researched empirically This book brings together a range of state of the art research papers addressing interventions to support learning in the workplace The authors are experienced international scholars who have an interest in making HRD and workplace learning practices more evidence based through practical relevant research Although workplace learning is largely an autonomous process many organizations want to manage it as part of their broader HRD strategy There are limits however to the extent to which the complex dynamics of learning in the workplace can be guided in pre determined desirable directions This tension between the possible strengths of workplace learning and the limits of managing it is at the heart of this volume The book is broken into three sections The first section deals with workplace learning interventions including HRD practitioners strategies training and development activities and e learning programs The second section investigates the impact of social support or lack thereof in workplace learning such as mentoring coaching and socialization practices The third section addresses collective learning in the workplace looking at teams knowledge productivity and collaborative capability building **ACSM's Certification Review** Pete

Magyari,American College of Sports Medicine (ACSM),2021-08-12 Reflecting the authoritative expertise of the American College of Sports Medicine ACSM s Certification Review 6th Edition prepares users to successfully pass certification exams and become an ACSM Certified Personal trainer ACSM CPT ACSM Certified Exercise Physiologist ACSM EP or ACSM Certified Clinical Exercise Physiologist ACSM CEP This easy to use review combines career specific information with assessment tools and application based exercises to boost test taking confidence and help users ensure a seamless transition to practice Content in this 6th Edition has been updated to align with the latest edition of ACSM sGuidelines for Exercise Testing and Prescription and reorganized to strengthen connections between the material users will encounter on their

exams and how they will apply that knowledge in practice

The Complete Guide to Nordic Walking Gill

Stewart, 2014-09-11 Nordic walking a specific technique for walking with poles that is far more effective in burning calories and whole body toning than walking alone is growing rapidly in the UK and worldwide Here at last is a clear simple guide to help you understand everything you need to know about Nordic walking whether you are a beginner a more experienced Nordic walking enthusiast or a health and fitness professional The Complete Guide to Nordic Walking expels all the myths and simply provides advice and information on how to Nordic walk who with where and most importantly why Organised into clear sections to help you to find exactly what you are looking for quickly the guide is packed with tips case studies research exercise plans and equipment advice it is the complete manual for Nordic walkers of all levels The book is endorsed by Nordic Walking UK and has contributions from worldwide experts including Martin Christie who brought Nordic walking to the UK Tom Rutlin Jose Manuel Fernandez Molina and Fabio Moretti

Make America Fit Again Shaun E.

Edmonds, 2023-11-20 This book critically examines the CrossFit phenomenon and makes the argument that CrossFit uses the rhetoric and tactics found in modern forms of authoritarian populism to rally adherents around its brand CrossFit is a private branded fitness organization whose unorthodox methods and adversarial leadership has challenged dominant ideas around health and fitness worldwide In exploring CrossFit s articulations with healthism and the obesity epidemic the risk discourse of the prepper and survivalist movements and the increasing valorization of the military and military personnel Shaun E Edmonds makes legible the ideological underpinnings of the CrossFit practice After a deeper look at how CrossFit s variation of authoritarian populism has been used to counter critics and mobilize the community the book concludes by considering what might be next for CrossFit following former CEO and co founder Greg Glassman s controversial departure from the company

The Complete Guide to Exercising Away Stress Debbie Lawrence, 2016-03-24 The Complete Guide to Exercising Away Stress contains all the information necessary for personal trainers and sports coaches to be able to advise clients correctly and responsibly on how to combat stress through exercise Stress is a growing concern in today s world and has been linked to a wide range of health problems from irritable bowel syndrome to depression Exercise activity and nutrition are key tools for dealing with pressure so personal trainers and sports coaches are ideally placed to help their clients manage stress This book covers the causes of and responses to stress how to recognise the signs and symptoms of stress practical physical and mental strategies and techniques for managing stress and how to develop the skills and qualities needed to deal effectively with clients

Sport Law Anita M. Moorman, 2017-07-05 Sport Law A Managerial Approach third edition merges law and sport management in a way that is accessible and straightforward Its organization continues to revolve around management functions rather than legal theory Concise explanations coupled with relevant industry examples and cases give readers just enough legal doctrine to understand the important concepts that apply to each area This book will help prepare students as they get ready to assume a broad range of responsibilities in sport education or recreation Whether readers work

as coaches or teachers administer professional programs manage fitness health clubs or assume roles in a high school college Olympic or professional sport organization legal concerns will inevitably be woven into their managerial concerns This book provides knowledge of the law that helps create a competitive advantage and build a more efficient and successful operation that better serves the needs of its constituents Special Features of the Book Managerial context tables Chapter opening exhibits act as organizational and study tools identifying managerial contexts in relation to major legal issues relevant law and illustrative cases for the chapter Case opinions focus cases and hypothetical cases Legal opinions both excerpted case opinions and summarized focus cases illustrate relevant legal points and help readers understand the interplay between fact and legal theory The cases include questions for discussion and the instructor s manual provides guidance for the discussion Hypothetical cases further highlight topics of interest and include discussion questions to facilitate understanding of the material analysis and possible responses appear at the end of the chapter Competitive advantage strategies Highlighted focused strategies based on discussions in the text help readers understand how to use the law to make sound operational decisions and will assist them in working effectively with legal counsel Discussion questions learning activities and case studies Thoughtful and thought provoking questions and activities emphasize important concepts they help instructors teach and readers review the material Creative case studies stimulate readers as future sport or recreation managers to analyze situations involving a legal issue presented in the chapter Annotated websites Each chapter includes a collection of web resources to help readers explore topics further Accompanying the web addresses are brief descriptions pointing out key links and the sites benefits Bookmarking these sites will help readers in future research or throughout their careers

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