

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 Trinh, 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

Madeline Paternostro Bayles

A red circular graphic with a gradient, appearing as a partial circle or a thick arc, located to the right of the name bar.

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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Business Management for the Personal Fitness Trainer Charles Ware, Charles Bamford, Garry Bruton, 2012-01-25

ACSM's Certification Review ACSM, 2013-02-01 ACSM's Certification Review is the ultimate resource to help you pass the exam to become a Certified Personal Trainer CPT Certified Health Fitness Specialist HFS or Certified Clinical Exercise Specialist CES Highlights include Case studies that reinforce concepts organized by KSA domains Practice Exams that contain questions for each certification level Job Task Analysis tables that provide breakdowns of all the KSAs by certification level and domain

The Marketing Handbook for Sports and Fitness Professionals Nita Martin, 2015-08-27 The Marketing Handbook for Sports and Fitness Professionals is the companion for coaches hoping to set up or develop their own business Being successful as a sports or fitness professional requires more than just knowing your sport inside out Without successful marketing even the best professionals can struggle to attract and retain new customers A practical easy to digest guide for both new and established sports and fitness coaches it includes A simple guide to getting your business marketing started A range of both traditional and electronic marketing techniques Over 100 templates and real life examples to create a tailor made marketing plan Information on tracking and updating your marketing plan Advice on generating new customers and retaining current ones Guidance on putting in place customer service policies For all those fitness professionals who struggle to dedicate time to marketing this is the only handbook that provides them with all of the tools to gain a competitive edge in the marketplace using only the time they have available while ensuring a happy clientele and a growing business

Confessions of a Business Coach---An insiders tale of what the business coaches and marketing experts need to tell you 2 Richard Herb, 2014-05-06 The strategies outlined in this book have helped small business owners establish proven sales strategies and more business profits Follow the advice and easy to implement action steps and you too will benefit by making more money with your small business

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