



Personal Trainer

- helping others to achieve their fitness goals.

<https://www.youtube.com/watch?v=vZp3wTqpGII>



Entry requirements:

To work as a personal trainer you will need a Level 3 personal training qualification, ideally one accredited by a reputable organisation such as **UK Coaching** or the **Chartered Institute for the Management of Sport and Physical Activity (CIMSPA)**. This can be gained during your degree studies or through an apprenticeship or training provider. In addition it's advisable, but not compulsory, for you to hold a relevant first aid qualification, which ideally should include a cardio-pulmonary resuscitation certificate (CPR).

It's not necessary to have a foundation degree, HND or degree to be a personal trainer. However, if you wish to undertake a higher education qualification, the most relevant subjects include:

- fitness and personal training
- health and fitness management
- health, nutrition and exercise science
- personal training
- sport science and personal training.

Skills required:

You will need:

- the ability to inspire clients
- a friendly and outgoing personality
- excellent people skills to enable you to work with a range of individuals with different backgrounds and motivations
- a good understanding of the human body and nutrition
- a love of health and fitness
- excellent time keeping and organisational skills
- the ability to deliver a high level of customer care
- excellent oral communication skills
- awareness and understanding of safeguarding practice and policy
- high levels of enthusiasm and drive
- problem solving and stress management skills
- the ability to use information technology for a range of purposes including record keeping, class scheduling, session reminders, sales and invoicing, client and group management and analysing your clients' progress.

What you will earn:

A large proportion of personal trainers work freelance (self-employed) and are therefore paid by the hour for each session they undertake.

- Freelance instructors can expect to earn between £20 and £40 an hour. This could be much higher, £50 to £100 per hour in some locations and if you're working with high profile clients.
- For those employed by a gym or similar, expect to start on a salary between £14,000 and £16,000, rising to between £20,000 and £30,000 with experience.

What you will do:

- conduct fitness assessments to establish client fitness and skill level
- hold one-on-one or group sessions with clients
- identify goals and creating tailored exercise plans
- monitor your clients' progress
- provide advice to clients on health, nutrition and lifestyle changes
- educate and advise clients to maintain or reach their fitness and health goals
- keep up to date with the latest personal training techniques and best practise
- help clients with their workouts
- create and maintain positive, professional and trusting relationships with clients
- provide innovative and challenging exercises to keep clients engaged and motivated
- proactively seek and provide feedback in a manner which suits each individual client
- assist with membership retention strategies for existing clients
- accurately record your clients' training sessions and tracking relevant paperwork
- communicate with clients in a professional and courteous manner
- act as a positive role model for all clients
- make the best of the environment in which clients are exercising
- analyse information relating to individual clients
- market your business to increase your client base
- maintain an online presence through your personal website, blog and social media.

Working hours and environment:

Working hours vary considerably and will depend on whether you're employed by a gym or if you're self-employed. You'll need to be flexible in order to meet the needs of your clients, so you'll probably work in the evenings, early mornings and weekends. While you're building up your client base, it's not uncommon to work 12-hour days, which will include working with existing clients while also trying to recruit new ones.

Career path and progression:

The main route for progression in personal training is through either diversification or specialisation. There are a range of skills and options you can train in to offer to your clients. These include yoga, Pilates, nutrition, kettlebells, aerobics, pre- and post-natal exercise, circuit training as well as exercise referrals.

Undertaking a course which provides membership of an accredited society such as REPS, CIMSPA or NRPT can aid your professional development. Some universities offer these accreditations as part of their degree or postgraduate courses.

PD:Portal lists industry-recognised training and continuous professional development opportunities.