



LEARNER GUIDE

GAP TRAINING

***SIS30315 Certificate III in Fitness to
SIS30321 Certificate III in Fitness***

CLUSTER 1

Student Name:



PREPARE FOR A PRE-SCREENING SESSION

Whether you are planning to work as a Gym Instructor or to become a full qualified Personal Trainer, writing programs for various client types will be an integral part of your career.

We have already established that a strong foundation of knowledge about human anatomy and physiology will help you understand how exercise impacts clients individually. This will allow you to select the most appropriate types of exercises to avoid injuries and help clients reach their goals.

During this study block you will need to refer back to the knowledge gained in Study Block 2 as you continue to apply anatomy and physiology principles to program writing and exercise instruction for various client needs.

Legislation and duty of care

Gym instructors and personal trainers have an industry code of conduct to adhere to that outlines best practices to be followed to ensure a duty of care to the client is observed and to reduce the risk of litigation being brought against them.

AUSActive (previously Fitness Australia) has published this list of professional expectations to promote good and professional practice among Australian Fitness Representatives.

It is important that you familiarise yourself with the code of conduct and conduct yourself in alignment with the recommendations when practicing as a fitness representative.

Failure to comply may result in litigation being brought against you and/or the business you work for, loss of privilege to register with AUSActive, loss of reputation and the safety of your clients or colleagues jeopardised.

The code is complimentary to legislative acts that a fitness representative must also be familiar with including:

- Anti-discrimination law
- Child safety protection laws
- Consumer law
- Privacy law
- Workplace health and safety law

Please familiarise yourself with this code of conduct as you will need to use it for parts of your assessments:

https://fdlc.com.au/sites/default/files/imce/Code_of_Ethical_Conduct_v2.pdf



Client centered communication

Good communication skills are essential when working in the fitness and health industry. Every interaction that we have with a client is an opportunity to develop rapport with them and show that we genuinely care about them, their health, fitness and their results.

This is often called patient or client centred care and means that we are focused on finding out what really matters to the client and how we can help them incorporate fitness and healthy lifestyle changes into their lives permanently.

This needs to be an individual process and genuine concern and interest should be taken in the client personally so the rapport that is built helps them believe their needs will be respected.



Some of the qualities and skills fitness representatives need to become proficient in are:

➡ **Listening**

Listening carefully to a client's answers will show them that you genuinely care about them and may prompt you to ask for more information on a certain topic if you believe it will affect their fitness programming. For example: When a client indicates that they are taking prescribed medications you may enquire a little further and ask what the medication is for (if they don't mind sharing this information) so that you can gain a better understanding of the conditions they have and how they are being managed.

➡ **Clarifying**

When a client communicates something important to you, paraphrase it back to them to make sure you have the correct understanding of what they are communicating to you.

For example: A client may explain they want to tone up around their hips and thighs – and you may paraphrase that back by saying "Let me be clear, I am hearing that you want your hips and lower body to have more shape and definition, is that right?" Then allow them to answer yes or no and this may lead to them giving you even more information about their needs and goals.

➡ **Sensitivity and empathy**

Clients may feel nervous, shy or even intimidated when communicating sensitive information about their health, body image or goals and it is essential for rapport building that a fitness representative can show that they care about these feelings. Use sensitive body language and

allow them to explain how they feel so that you can then relate their goals back to moving away from their negative feelings and replacing them with results and positive feelings.

➡ **Enthusiasm**

Your enthusiasm and positivity will be contagious for most clients, and they will feel drawn to your energy and vibe. Be encouraging and passionate about the benefits of fitness and health and excited for the client to experience these benefits by following the exercise program you produce for them.

FIGURE 1: Stage 1 Screening Steps

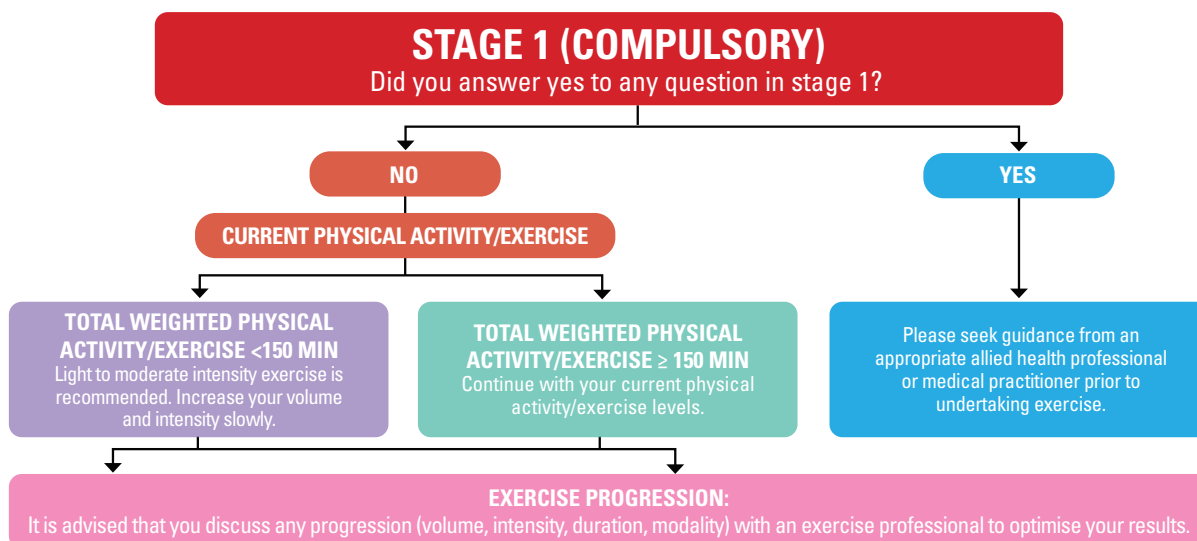


FIGURE 2: Exercise Intensity Guidelines

INTENSITY CATEGORY	HEART RATE MEASURES	PERCEIVED EXERTION MEASURES	DESCRIPTIVE MEASURES
LIGHT	40 to <55% HRmax*	VERY LIGHT TO LIGHT RPE# 1-2	<ul style="list-style-type: none"> An aerobic activity that does not cause a noticeable change in breathing rate An intensity that can be sustained for at least 60 minutes
MODERATE	55 to <70% HRmax*	MODERATE TO SOMEWHAT HARD RPE# 3-4	<ul style="list-style-type: none"> An aerobic activity that is able to be conducted whilst maintaining a conversation uninterrupted An intensity that may last between 30 and 60 minutes
VIGOROUS	70 to <90% HRmax*	HARD RPE# 5-6	<ul style="list-style-type: none"> An aerobic activity in which a conversation generally cannot be maintained uninterrupted An intensity that may last up to 30 minutes
HIGH	≥ 90% HRmax*	VERY HARD RPE# 7	<ul style="list-style-type: none"> An aerobic activity in which it is difficult to talk at all An intensity that generally cannot be sustained for longer than about 10 minutes

* HRmax = estimated heart rate maximum. Calculated by subtracting age in years from 220 (e.g. for a 50 year old person = 220 - 50 = 170 beats per minute).

= Borg's Rating of Perceived Exertion (RPE) scale, category scale 0-10.

Modified from Norton K, L. Norton & D. Sadgrove. (2010). Position statement on physical activity and exercise intensity terminology. J Sci Med Sport 13, 496-502.

Client risk levels

Clients can generally be categorised into three categories of risk once the APSS has been completed.

Risk Category	Indications on APSS	Precautions	Exercise intensity recommended
High Risk	Answers yes to one or more questions in Stage 1 Answers yes to 4 or more questions in Stage 2	Must seek medical advice and clearance before commencing exercise	Exercise program should not be commenced before medical clearance is received
Moderate Risk	Answers yes to less than 4 but more than 2 in Stage 2	Use professional discernment to decide whether a referral is required – start at light intensity and progress in alignment with fitness test results	Light to moderate (2-4 RPE) depending on previous and current exercise habits
Low Risk	Answers yes to less than 2 questions in Stage 2	Referral usually not required – start at a low to moderate level and progress in alignment with fitness test results	Moderate to vigorous (RPE 3-5) – depending on previous and current exercise habits

Health Risk Factors to Consider

Clients may present with a number of common health risk factors, and it is important to understand the implications of these when giving physical activity advice so that a client with such conditions can safely improve their health and fitness.

Often a client will need to be referred to an allied health professional, especially if they have a number of health concerns contributing to their risk level.

Clients may also experience adverse responses to physical activity, especially if they are new to exercise or have been sedentary for over 12 months. When these become obvious, they may result in the need for a referral to an AHP or GP to investigate the cause of the reaction.

Adverse reactions to exercise can be caused by health issues, lack of fitness or progressing too fast in an exercise program.

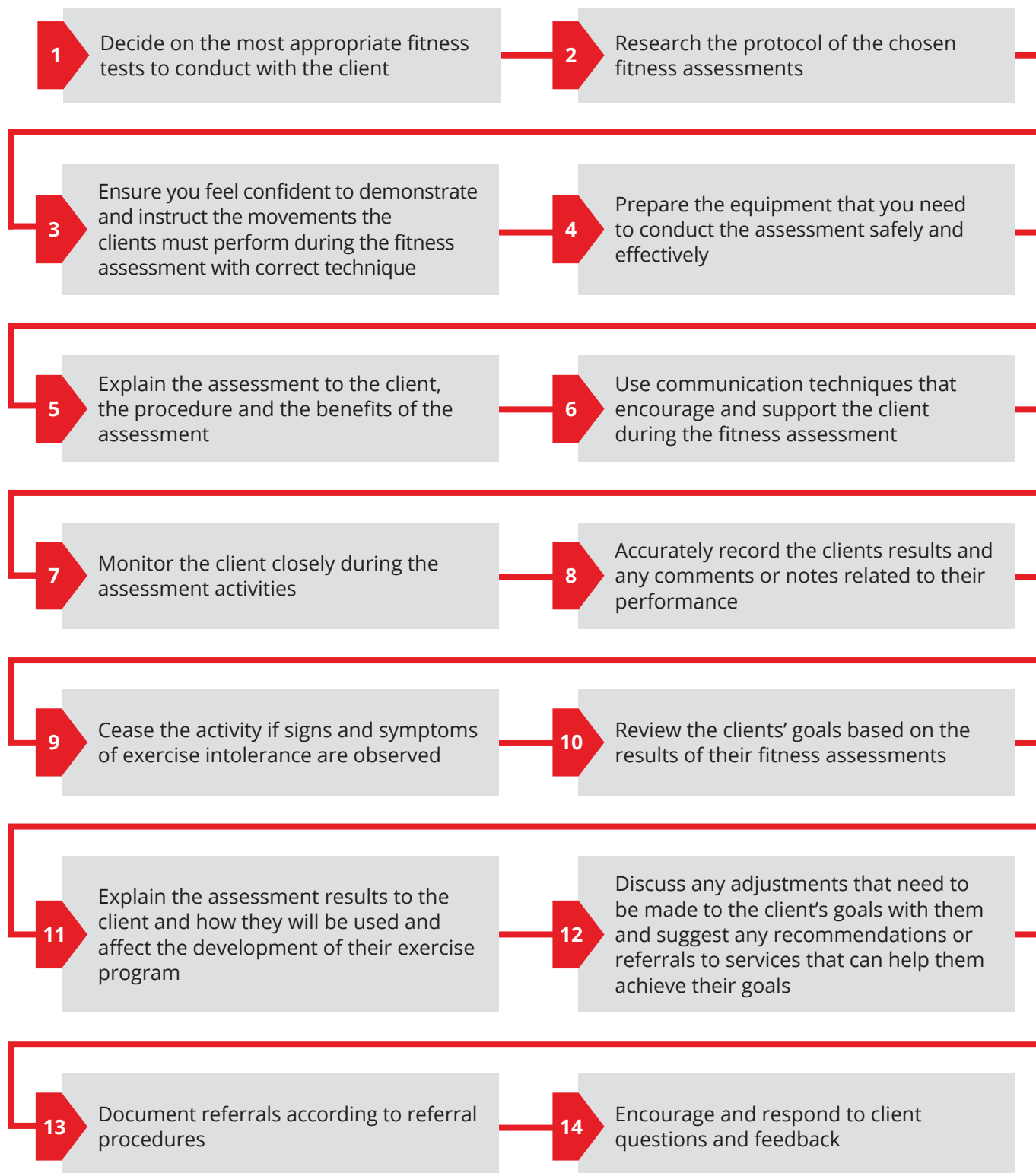
Chronic disease diagnosed or in family history

The risk of some chronic diseases increases when there is a family history of the disease. Extra precautions should be adopted to help someone that is at a higher risk of developing such a disease so that it can be delayed or prevented.

Lifestyle choices can have a large impact on the risk of developing such diseases, even if there is a family history. There are often many healthy choices that can be made to reduce a client's risk of developing the disease.

CONDUCTING FITNESS ASSESSMENTS

Here are the steps to consider and take when conducting fitness assessments with clients:





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