

JONATHAN GOODMAN

FOREWORD BY LOU SCHULER, AUTHOR OF THE *NEW RULES OF LIFTING* SERIES

IGNITE THE FIRE



The Secrets to
Building a Successful
Personal Training
Career

REVISED
UPDATED &
EXPANDED

*A look at personal training that goes
beyond the textbooks.*

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Ignite The Fire The Secrets To Building A Successful Personal Training Career Revised Updated And Expanded

Greg Marshall



Ignite The Fire The Secrets To Building A Successful Personal Training Career Revised Updated And Expanded:

Ignite the Fire Jonathan Goodman (CSCS.),2012-04-03 Personal Trainers are now expected to be salespeople psychologists nutritionists post rehabilitation specialists and motivational speakers You can have all the training expertise in the world but you must also be able to inspire passion in your clients and develop relationships with the people you serve Have you ever struggled to get clients Have you ever desperately tried to retain your clients only to have them drop off Have you ever searched endlessly for the right gym to work at to no avail Have you ever been frustrated by the state of the fitness industry and didn't know what to do Have you ever thought that there must be more to 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 will show you how to Find your dream personal training job Sell any client Build beginner workouts Market yourself Deal with difficult client types Make passive income Grow yourself your career and your bank account **Ignite the Fire** is a highly practical approach to personal training It provides a clear road map to building your career from the bottom up so you can build a clientele your reputation and income Popular Mechanics ,2000-01 Popular Mechanics inspires instructs and influences readers to help them master the modern world Whether it's practical DIY home improvement tips gadgets and digital technology information on the newest cars or the latest breakthroughs in science PM is the ultimate guide to our high tech lifestyle Bulletin of the Atomic Scientists ,1970-06 The Bulletin of the Atomic Scientists is the premier public resource on scientific and technological developments that impact global security Founded by Manhattan Project Scientists the Bulletin's iconic Doomsday Clock stimulates solutions for a safer world **Personal Trainer Pocketbook** Jonathan Goodman,2015-01-28 From the author of the highly acclaimed **Ignite the Fire The Secrets to Building a Successful Personal Training Career** comes a handy reference guide that answers all of your questions about personal training Amazon.com **Ignite The Fire** Sumiko Tosi,2021-05-07 A personal trainer creates one on one fitness programs for their clients motivating and guiding them to achieve their goals Clients may wish to lose weight or gain muscle and as a personal trainer you'll teach and help them to exercise properly using workouts and specific plans 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 *Unstoppable* Jared Garcia,2018-11-22 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 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

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How to Become a Personal Trainer K. B. Bryson, 2014-08-12 If you want to become a personal trainer and establish a successful personal training career then this book is for you A personal training career is characterized by a single word passion Have you had a burning passion for fitness throughout your life Do you possess that desire to coax others toward healthier living to cajole them towards a more balanced outlook and a greater sense of physical achievement If so then this may be the perfect career for you However a personal fitness trainer isn't just a drill sergeant Instead he or she must be more like Yoda a fearsome warrior a support figure and an unparalleled scholar of the trade all rolled into one But there's a lot more that sets apart a successful personal trainer from a wannabe fitness enthusiast And that's exactly what's going to be discussed in this book Between your passion and knowledge and my understanding of the business world we can set you up to become a legendary trainer in no time Are you ready to unlock the secrets of great personal fitness experts Are you ready to separate yourself from the glorified jocks and get on your way to becoming a fitness guru If so let's get started

Intrinsic Excellence Rolando Garcia, 2016-05 Inspirational Fitness Leadership Book Stresses the Power and Value of the Human Connection While Offering a Proven Comprehensive Plan for Systematic Success as a Personal Trainer Niche Title with Crossover Applications Breakthrough 4C Method Details Life and Business Skills That Can Transform a Career in Almost Any Chosen Field The Four Core Competencies covered in Intrinsic Excellence are Technical Expertise Customer Care Sales and Business Development Strategy As the author puts it Mastery of your art cannot be confused with success in the profession Most of those who fail as personal trainers fail because they mistake their necessary technical expertise as the principle predictor of financial success in their field Not so is Rolando Garcia III's response to this perception and it holds true for almost any other profession Technical expertise is at best only 25% of the success formula Without a thorough grounding in the other three core competencies the trainer is doomed to mediocrity and will most likely not survive in the industry

The Secret Of Personal Training Denis Ark, 2021-10-09 The Secret Of Personal Training is a holistic guide that helps channel your focus on finding the power within you to master yourself and your fitness training career This book incorporates the law of attraction philosophy and a holistic spiritual approach to attain a thriving personal

training career build long lasting friendships increase your salary and gain abundance in every area of your life With this book the reader will learn how to cultivate their hidden power discipline the mind and enhance the spirit that helps fulfill their major purpose in life assisting others in becoming healthier and growing stronger

The Consummate Fitness Professional Dale L. Roberts, 2015-05-18 The Secrets to Building a Successful Career in the Personal Training Business Are you thinking about starting a career in the health and fitness industry Would you like to learn the best steps to becoming a successful fitness professional Isn't it frustrating to get a college degree or personal training certification only to find you weren't given practical advice on how to run your fitness business Then The Consummate Fitness Professional is simply the ONLY manual or guide you need Branding Marketing and Advertising Yourself for Little to No Money Where to Get Your Education College Degree or Certification Programs Why Liability Insurance May Save Your Job Your Money Step by step Plan for Building Your Business the Easy Way Setting Your Best Price Point Still Getting Clients Handling Price Cost Objections with Professionalism Which Works Best Personal Training or Group Training Building Your Clientele Fast and Simple Client Retention Strategies Getting Advance Payment Advertising Marketing Your Business for Little to No Money Building Leads to Create a Full Waiting List Asking for Referrals Testimonials and Not Feeling Like a Schmuck The Do's Don'ts of a Job in Exercise and Fitness Create a strong and dynamic career as a personal trainer fitness professional Download this book TODAY and Find out how to get started right away Scroll up and click the BUY button to download your copy NOW

Everybody Needs Training Danny Kavadlo, 2014-01-14 Does Anyone Else Want to Be a Highly Successful Personal Trainer And Truly Live Your Dream Most folk who embark on a career as a trainer do so initially out of a personal passion for fitness and a strong desire to help other achieve results Be it weight loss conditioning strength gains flexibility or enhanced performance But a passion for working out and an earnest desire to help others alone does not a successful personal trainer make The sad fact is that the turn over rate for personal trainers after one year is over 80% Why It's almost always because the trainer didn't have a proper understanding of the BUSINESS of being a fitness professional The bottom line is that without the appropriate success blueprint the most skilled and knowledgeable personal trainer is usually doomed to failure Unfortunately until now there has been no such battle tested blueprint available either to the novice trainer or the professional struggling to stay alive Now however that's all changed thanks to Danny Kavadlo's Everybody Needs Training Follow the hard earned wisdom within these pages and failure will no longer be an option Danny Kavadlo's training helped me to discover strengths I never knew I had and I can take those lessons with me wherever I go for the rest of my life The wisdom and insight contained in Everybody Needs Training not only relates to being a successful fitness trainer but can be applied for peace and success in many of life's ventures Danny is the best ELIZABETH GILBERT 1 New York Times Best Selling Author Eat Pray Love One of TIME Magazine's 100 Most Influential People in the World Everybody Needs Training is quite something I don't think I have ever seen this kind of depth in the field It's both obvious and wow as you read it Amazing

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ensures that you will continue to deliver a service that goes above and beyond the expectations of your clients to build great relationships If you would like a sample of the type of content that is inside this book see <http://davidosgathorp.com> 2017-06-21 9 mistakes personal trainers make *How to Sell Personal Training* Greg Marshall, 2014-07-27 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 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 *Foundations of Professional Personal Training* Canadian Fitness Professionals Inc., 2022-08-24 Developed and written by canfitpro this third edition of Foundations of Professional Personal Training contains essential information for building a successful career as a personal trainer and preparing for canfitpro's Personal Training Specialist PTS certification **The Personal Trainer's Handbook** Teri S. O'Brien, 2003 Click here for screenshots of the software Starting your own personal training business or wanting to improve your existing practice With the updated and expanded second edition of the popular The Personal Trainer's Handbook you'll have all the advice and tools you'll need to succeed Like the popular first edition this easy to use reference is written in everyday language and covers everything from designing safe and effective fitness programs to handling even the most difficult clients You will learn how to achieve personal and financial success as a personal trainer how to attract and keep clientele and how to manage taxes and other business issues that are crucial to a personal training business With the new edition you'll also get a succinct but comprehensive review of exercise physiology that's directly applicable to your business This text includes a valuable new CD-ROM with the following features 10 reproducible forms you can use and modify to manage the commercial practical and legal requirements of your business Forms for data collection and record keeping Charts and tables for writing the most beneficial exercise program for each client Handouts you can print and give to clients to reinforce your training The Personal Trainer's Handbook Second Edition also features an improved resistance workout guide The guide contains instructions and illustrations for 74 exercises and 17 stretches important reminders to give your clients to ensure ongoing correct form and tips on how to handle or avoid common problems that you or your clients may experience with each exercise In addition the resistance workout guide now contains a handy box on the outer edge of each page that has listings of the primary and secondary muscles and the area of the body worked by each exercise This will help

you quickly locate appropriate exercises for each client The author Teri O'Brien is a well known consultant on starting and growing personal training businesses and a former lawyer and personal trainer She uses a clear friendly and entertaining writing style to share a wealth of practical guidance With *The Personal Trainer's Handbook Second Edition* you will become a more effective self marketer businessperson motivator and teacher for your clients [Running Start: Your Secrets to a Personal Trainer Career Ahead of the Pack](#) Tyler Read, 2020-05-13 *Running Start Your Secrets to a Personal Trainer Career Ahead of the Pack* is a timely book that covers all you need to know and then start your journey to becoming a personal trainer There is a huge market out there people who need personal trainers to help them lose weight get fit and lead a healthier life This book sets out to empower newcomers to the trade with the benefits of being a personal trainer The world needs more personal trainers the world wants more personal trainers people of the world are ready to pay for your services right now **From Fitness Passion to a Successful Career on Personal Training** Roberto Tiby, 2020-12-28 Discover the secrets of the Art of Positioning for Personal Trainer 6 Positioning's Trade Off Product Vs Branding Positioning Strategy Price Vs Value for the Customer Promotion Vs Sale Skills Advertising Vs word of mouth Customer Vs Motivation Cash Flow Vs Customer Satisfaction Features of this definitive career guide Explanation of an effective and practical method Scientific references of all information Smooth reading and suitable for everyone Professional layout Concrete and immediately applicable techniques Examples and tutorials for each topic Scroll up and click the Buy Now with 1 Click button to learn how to handle objections now 100% Money Back Guarantee [The Business of Personal Training](#) Andrea Oh, M. Masters, 2013-08-20 *The Business of Personal Training Essential Guide for the Successful Personal Trainer* is a handbook for personal trainers looking to start improve or diversify their business The information in this book constitutes over 15 years of experience in the fitness industry in an effort to help personal trainers avoid common pitfalls and mistakes that can destroy the business This book goes beyond personal training certifications and program design and provides invaluable information on how to 1 Structure and operate a business 2 Create brand value 3 Market and promote personal training services 4 Effectively sell and generate revenue 5 Drive referral business and customer loyalty 6 Expand and diversify the business If you want to understand how a successful personal training business should run read this book Twice Just like a great movie has twists and turns you don't notice until the second viewing this book contains concepts that will require further digestion before it can be assimilated While we all may change and evolve as industry professionals the words of wisdom contained within these pages are in my opinion timeless Jamie Atlas Owner Bonza Bodies Fitness

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