BUSINESS TIPS



"Training online will surely be the future of exercise training and is an emerging area," says Louis Coraggio, a NYC-based exercise physiologist and private trainer. "Currently, a number of online companies offer various online and downloadable training modules for iPODs and PDAs. Trainers should be aware of these new tools and begin to search for the best online training sites. It is an effective way to increase clients and prevent burning out from trying to squeeze a certain amount of clients into a day."

IT'S ALL ABOUT PASSION AND PROGRESSION.

"Most importantly, remember why you are a trainer to begin with," says Shaun Zetlin, a certified personal trainer in the New York metro area, working with health club as well as private clients. "Demonstrate to the client your love and passion for exercise. This should illustrate to a client how you truly care and really crave to help them. After I get the client all 'pumped' up from an encouraging speech about how amazing they will look, and more importantly, feel, I usually show them three exercises that illustrate progression.

"For instance, if they wanted to work chest, I would show them three different pushups. This could be a regular military pushup, then a one-legged pushup, and followed by a plyo pushup. These examples of progression of beginner to advanced levels really give a client a challenge and something else to push-for."