



The Certificate III and IV in Fitness can help you to take your first step into the fitness industry as a fitness instructor or personal trainer, or assist in your role as a Weight Loss Consultant by adding a fitness certification to your list of qualifications. The Australian Institute of Weight Loss Consultants is dedicated to ensuring you have all of the skill sets you need to embark on your fitness or weight loss industry journey.

A Certificate III in Fitness (SIS 30310) will enable you to enter the Fitness Industry as a Fitness Instructor or Gym Instructor; this level of qualification provides an excellent introduction to a career in the Fitness Industry or simply an enhancement to your knowledge and qualifications to assist your weight loss clients if you are already a qualified Weight Loss Consultant.

Your Certificate III in Fitness qualification will provide you career opportunities including working in the following areas:

- Health Club / Gym
- Women's Only Health Club / Gym
- Studio
- Cruise Ship Health Spa / Resort

If you have previously completed a Certificate III in Fitness and want to enter the Fitness Industry as a Personal Trainer, you must also complete a Certificate IV in Fitness (SIS 40210). The Australian Institute of Weight Loss Consultants offers this level of qualification which further develops your understanding and skills in Fitness.

Your Certificate IV in Fitness qualification will provide you with exciting career pathways that are not only flexible but very rewarding. Here is a sample of some employment opportunities available to you when you graduate with a Certificate III & IV in Fitness as a fully qualified Personal Trainer:

- Health Club
- Women's Only Fitness
- 24 Hour Health Club
- Mobile
- Personal Training Studio
- Sports Specific
- Cruise Ship
- Health Spa / Resort
- Allied Health Centre (Physiotherapy clinic, Rehabilitation clinic)
- Group Fitness
- Outdoor Fitness
- Boot Camps
- Personal Training franchise



Units of Competency

<u>Unit Code</u>	<u>Unit Title</u>	<u>Core/ Elective</u>
HLTAID003	Provide First Aid (Refer to Pre-requisite)	Core
SISFFIT301A	Provide fitness orientation and health screening	Core
SISFFIT302A	Provide quality service in the fitness industry	Core
SISFFIT303A	Develop and apply an awareness of specific populations to exercise delivery	Core
SISFFIT305A	Apply anatomy and physiology principles in a fitness context	Core
SISFFIT306A	Provide healthy eating information to clients in accordance with recommended guidelines	Core
SISXFAC207	Maintain sport, fitness and recreation equipment for activities	Core
SISXIND101A	Work effectively in sport and recreation environments	Core
SISXOHS101A	Follow occupational health and safety policies	Core
SISXRSK301A	Undertake risk analysis of activities	Core
SISFFIT304A	Instruct and monitor fitness programs	Elective
SISFFIT307A	Undertake client health assessment	Elective
SISFFIT308A	Plan and deliver gym programs	Elective
SISFFIT309A	Plan and deliver group exercise sessions	Elective
SISFFIT311A	Deliver approved community fitness programs	Elective



EMPLOYABILITY SKILLS QUALIFICATION SUMMARY

The following table contains a summary of the employability skills required by the fitness industry for this qualification. The employability skills facets described here are broad industry requirements that may vary depending on packaging options.

Employability Skill	Industry /enterprise requirements for this qualification include :
Communication	Communicating with clients and colleagues to determine and interpret their specific requirements; understanding verbal and written information on fitness products and services; preparing accurate records of client details; providing clear verbal pre-screening instructions; empathising and negotiating acceptable solutions to client requests and complaints to ensure a positive fitness experience.
Teamwork	Working as a skilled team member, giving and receiving instructions and understanding own role in delivering fitness sessions and servicing client needs; supporting other team members to provide quality fitness experiences for clients.
Problem-solving	Identifying hazards and risks that may arise during fitness activities; mitigate problems by making variations to the activity that are within scope of responsibility; clarifying the extent of, and resolving problems through negotiating with clients in a sensitive and culturally appropriate manner; taking responsibility for seeking assistance from colleagues to resolve issues; adhering to organisation policies and procedures to guide solutions to problems.
Initiative and enterprise	Showing initiative and independence in delivering fitness sessions that meet or exceed client expectations; identifying and discussing a range of product or service enhancements to improve client satisfaction or business profitability.
Planning and organising	Collecting, analysing and recording client, product or service information to allow for the efficient planning and delivery of fitness sessions; setting work priorities and scheduling own daily work activities to meet deadlines; following organisation policies and procedures to guide planning and delivery of fitness sessions.
Self-management	Understanding and complying with the legal and ethical responsibilities that apply to own role in the fitness industry; understanding the boundaries of own role and correctly determining when referral to colleagues or medical or allied health professionals is required; reviewing and reflecting on own work performance; seeking and acting on feedback from colleagues and clients to improve service delivery.
Learning	Knowing the structure of networks within and sources of new information on the fitness industry; accessing professional development opportunities to regularly update fitness product and service knowledge and skills; sharing information with colleagues.
Technology	Understanding the operating capability of computer systems and software that assist in selling, planning and delivering exercise products and services; safely using and maintaining fitness equipment according to manufacturer's specifications and organisation policies and procedures.



Overview

This qualification provides the skills and knowledge for an individual to be competent in a range of activities and functions within the Fitness industry, including working independently in a broad range of settings, such as within fitness centres, gyms, pools, community facilities and in open spaces.

Those with this level of competency will be expected to train individual clients, on a one-on-one basis, and may include older clients and children.

Persons with this level of competency will have the ability to plan, conduct and evaluate exercise training, provide leadership and guidance to clients and other staff and possibly deal with unpredictable situations.

Exercise Trainers will have the ability to monitor and manage business activities to operate efficiently and profitably.

Job roles

- exercise trainer - personal trainer
- exercise trainer - aqua trainer
- exercise trainer - program coordinator
- exercise trainer - children's trainer
- exercise trainer - older client trainer

Entry Requirements

Entry to this qualification is open to those who hold a current first aid qualification and current CPR certificate and who have achieved the following units of competency:

SISFFIT301A	Provide fitness orientation and health screening
SISFFIT302A	Provide quality service in the fitness industry
SISFFIT303A	Develop and apply an awareness of specific populations to exercise delivery
SISFFIT304A	Instruct and monitor fitness programs
SISFFIT305A	Apply anatomy and physiology principles in a fitness context
SISFFIT306A	Provide healthy eating information to clients in accordance with recommended guidelines
SISFFIT307A	Undertake client health assessment
SISFFIT308A	Plan and deliver gym programs
SISXOHS101A	Follow occupational health and safety policies
SISXRSK301A	Undertake risk analysis of activities



Units of Competency

<u>Unit Code</u>	<u>Unit Title</u>	<u>Core/ Elective</u>
SISFFIT415A	Work collaboratively with medical and allied health professionals	Core
SISFFIT416A	Apply motivational psychology to provide guidance on exercise behaviour and change to meet health and fitness goals	Core
SISFFIT417A	Undertake long term exercise programming	Core
SISFFIT418A	Undertake appraisals of functional movement	Core
SISFFIT419A	Apply exercise science principles to planning exercise	Core
SISFFIT420A	Plan and deliver exercise programs to support desired body composition outcomes	Core
SISFFIT421A	Plan and deliver personal training	Core
BSBSMB401A	Establish legal and risk management requirements of small business	Core
BSBSMB403A	Market the small business	Core
BSBSMB404A	Undertake small business planning	Core
BSBCMM401A	Make a presentation	Elective
SISFFIT313A	Plan and deliver exercise to apparently healthy children and adolescents	Elective
SISSTC402A	Develop strength and conditioning programs	Elective
SISFFIT311A	Deliver approved community fitness programs	Elective
SISFFIT314A	Plan and deliver exercise to older clients with managed conditions	Elective



EMPLOYABILITY SKILLS QUALIFICATION SUMMARY

The following table contains a summary of the employability skills required by the fitness industry for this qualification. The employability skills facets described here are broad industry requirements that may vary depending on packaging options.

Employability Skill	Industry /enterprise requirements for this qualification include :
Communication	Negotiating with clients to determine and interpret their specific requirements and preferences; explaining the benefits of, and selling personal training services proactively to ensure profitability; adjusting communication styles to meet client needs and motivate clients to meet fitness goals; developing and maintaining documentation such as operational procedures, equipment instructions and marketing information.
Teamwork	Motivating and leading diverse groups of employees or clients; planning work to take into account other facility or environment users; providing support and coaching.
Problem-solving	Anticipating facility, equipment or staffing problems and developing a range of strategies to address typical problems; preparing business or operational plans which outline risk management strategies and actions; identifying issues related to client adherence to exercise programs and developing practical solutions; monitoring client progress and identifying modifications to fitness activities and services based on client feedback; identifying issues outside of scope and determining when to refer clients to medical and allied health professionals.
Initiative and enterprise	Using creativity and innovation in delivering exercise sessions that meet or exceed client expectations or improve business capacity; adapting products and services to respond to emerging fitness industry trends; implementing a continuous improvement approach across the personal training business.
Planning and organising	Collecting, analysing and recording client information to allow for the efficient planning and delivery of personal training sessions; developing business or operational plans to ensure effective delivery of services; preparation of exercise programs that include progression and are appropriate to the client's fitness goals; allocating equipment and determining staffing levels to deliver programmed sessions.
Self-management	Understanding and complying with the legal and ethical responsibilities that apply to personal trainers; understanding and respecting scope of practice; taking responsibility for scheduling own time to ensure the personal training business runs efficiently and profitably; seeking and acting on feedback and guidance from clients and colleagues.
Learning	Proactively maintaining and updating exercise product and service knowledge and skills; sharing information with colleagues; accessing current evidence based research; actively listening to clients to learn more about their needs and preferences and incorporating these in program design.
Technology	Identifying updated technologies that assist in the planning, delivery and selling of exercise products and services; safely using and maintaining exercise equipment according to manufacturer's specifications and own policies and procedures.



Payment Options for Either Certificate III or IV

Deposit	No. Payments	Frequency	Amount	Total Cost
NIL	1	Upfront	\$2950.00	\$2950.00
\$450.00	15	Fortnightly	\$200.00	\$3450.00
\$350.00	20	Fortnightly	\$165.00	\$3650.00
\$225.00	55	Weekly	\$65.00	\$3800.00
\$200.00	75	Weekly	\$50.00	\$3950.00



Payment Options for Combined Certificate III & IV

Deposit	No. Payments	Frequency	Amount	Total Cost
NIL	1	Upfront	\$3950.00	\$3950.00
\$650.00	19	Fortnightly	\$200.00	\$4450.00
\$525.00	25	Fortnightly	\$165.00	\$4650.00
\$380.00	68	Weekly	\$65.00	\$4800.00
\$300.00	93	Weekly	\$50.00	\$4950.00