

Section 1: Professional Development and Responsibility

Chapter 1. The Modern State of Health and Fitness

- The focus on scientific principles makes NASM's systems and methodologies safe and effective for any client working toward any fitness goal.
- NASM recommends that all fitness professionals maintain a focus on an evidence-based practice to attain the highest levels of success.
- Evidence-based practice is the conscientious use of current best evidence in making decisions about patient or client care.
- NASM's proprietary approach to exercise training, the OPT model, was developed with evidence-based practice as a core guiding philosophy.
- Acute disease is any suddenly occurring medical condition that can be treated and healed in a short period of time.
- A chronic disease is a medical condition that persists without quickly going away or being cured altogether.
- The terms *overweight* and *obesity* refer to a body weight that is greater than what is considered normal or healthy for a certain height, specifically due to excess body fat.
- Being overweight or obese greatly increase the chances of developing a chronic disease.
- *Cardiovascular disease* is a broad term describing numerous problems of the heart and blood vessels, including stroke, heart attacks, heart failure, heart valve problems, and arrhythmias.
- Hypertension is one of the primary risk factors for heart disease and stroke, which are the global leading causes of death.
- Cholesterol is a waxy substance found in the blood that is made up of a combination of protein and fatty acids.
- Diabetes is a disease in which blood glucose levels are too high. Glucose comes from the foods we eat.
- Insulin is a hormone produced by the pancreas that helps glucose get into cells to provide the energy for work.
- Cancer is an abnormal growth of cells that can result from a wide range of genetic and environmental factors.
- *COPD* is an umbrella term for lung diseases characterized by increased breathlessness, airflow limitation, and accelerated decline of lung function.

- Two of the most common issues at the foot and ankle are sprains and plantar fasciitis. An ankle sprain occurs when a person rolls, twists, or turns an ankle, which stretches or tears ligaments, whereas plantar fasciitis causes pain in the plantar fascia tissue located on the underside of the foot.
- The LPHC is made up of the lumbar spine (low-back area), pelvis, abdomen, and hip musculoskeletal structures; it is more commonly referred to as the “core.” The LPHC is an important anatomical structure because it connects the upper and lower halves of a person’s body.
- Shoulder dysfunction is very common in the greater population, especially in those who frequently lift objects overhead.
- Regular exercise and increased physical activity have been frequently shown by research to improve numerous types of musculoskeletal dysfunction and chronic disease.
- Understanding the scopes of practice for all adjacent allied health professionals, as well as all relevant local laws and regulations, will ensure CPTs are always working within their own scope of practice.
- Networking with other allied health professionals and certified fitness professionals can lead to great levels of success in the fitness industry.
- An NASM-CPT must always adhere to the NASM Code of Professional Conduct.

Chapter 2. The Personal Training Profession

- From working in a large health club, to training clients in their own homes, fitness professionals have numerous options to establish a personal training practice with a consistent flow of clients.
- Another employment choice for fitness professionals is starting a fitness business, which could include working with clients in their homes, running outdoor group workout programs, or opening a studio.
- As technology is evolving, there are many options for offering training services online.
- Working as an independent contractor allows a fitness professional to establish his or her own pay rates and to earn the entire amount, but operational expenses, insurance costs, and taxes must also be accounted for.
- The first step in succeeding as a CPT is offering uncompromising customer service.
- Selling personal training services is about asking a client to make a commitment to an exercise program to improve his or her own health, wellness, and fitness, which makes selling an activity of uncovering client needs and presenting solutions to those problems.
- If rapport is properly built with a prospective client, sales will feel natural and automatic.

- Forecasting techniques should be used to predict how many clients will need to be serviced to support a desired annual financial goal.
- Marketing is the process of communicating how a specific product or service will meet the wants and needs of a potential client.
- The Four Ps of marketing include product, price, promotion, and place.
- Social media and other digital marketing campaigns are extremely important for growing a modern fitness business.
- Continuing education courses are not just necessary for recertification; they can teach fitness professionals how to work with niche populations and enable the expansion of a fitness business to new and exciting areas.
- The most popular methods of earning CEUs are attending workshops or conferences or completing online education programs. Additionally, CEUs can be earned by participating in livestream webinars, reading fitness articles and passing a quiz or test, or contributing to the industry by creating content for fitness education programs, speaking at conferences, and presenting webinars.