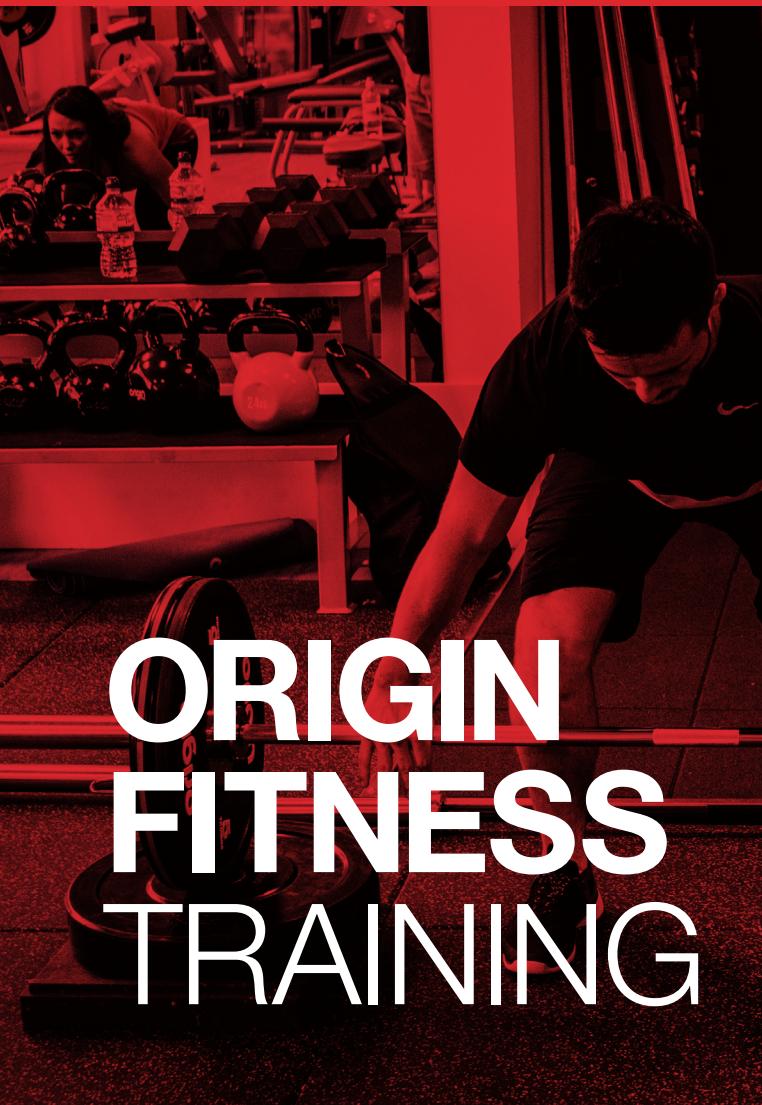




TRAINING ACADEMY **GUIDE 2017**

originfitness.com

ORIGIN FITNESS TRAINING



Origin Fitness is one of the UK's leading fitness solutions providers. As part of our Training Academy offering we are excited to be able to offer a varied programme of educational events for 2016 suitable for all levels of trainers within the industry.

How can we help you?

The Academy offers a comprehensive range of course types and delivery formats to ensure our wide range of courses are accessible to everyone. Our Edinburgh venue is quickly becoming a hub for fitness education in Scotland with courses running almost every week.

Tailored to your needs

Our courses can accommodate individuals looking to develop their knowledge as well as leisure industry operators looking to send a group of staff on a course that will support and enhance their service and standard of training.

In-house Training

For larger operators in-house training courses can be delivered bespoke to your service needs and goals. We can bring along specific equipment required on the day and be ready to deliver high quality courses for your staff team.

Applicable Knowledge

All our courses are developed to ensure that attendees can start returning the training investment from day one. Each course is accompanied all the appropriate manuals, teaching materials and downloads.

Course	Duration	Cost	What	Courses available
Origin Fitness Courses	Full Day	£755+vat – 1 course per day Add £250+vat for 10-15 attendees OR £25+vat pp if less than 10	More in depth courses than our workshop and induction options Theory and assessment included Accreditation provided	Indoor Cycling *Refer to page 9 for course description
Empower Business Support Workshops	½ Day Full Day	Varied depending on speaker (£0-£2000)	Business and theory based training. Expanded workshops from our Origin Fitness Empower Events	Topics covering sales, retention, communication and more related to business support. *Refer to page 10 for course description
Practical Workshops	½ Day Full Day	£395+vat – 1 or 2 courses £755+vat – 2 or 4 courses Number of courses delivered in full or half days depends on the topics	Practical training, tailored to selected topics. No theory Technique competency Learn new exercises Current trends in the market	Olympic lifting Weight lifting Kettlebells Sandbag Self-Myofascial Release Functional Training Rig training Suspension Training Indoor Cycling The Big Three – Squat, Bench & Deadlift High Intensity Interval Training Weight Lifting for Power Lifters *Refer to page 6 for course descriptions.
Induction	½ Day Full Day	£395+vat £755+vat	How to induct your customers on your equipment Safety considerations for your customers	CV Free weights Accessories
British Weight Lifting	From 1 Day to 6 Days Depending on Course	Costs for 12 attendees: Olympic Lifting: £1200 Level 2 Instructing: £3000 Level 1 Coaching Weightlifting: £3500 Level 2 Coaching Weightlifting: £5000 Added travel & accommodation for onsite may apply Breakdown of costs: day rate, royalties pp.	Olympic Lifting: Basic Techniques of the main Olympic lifts Level 2 Instructing: Instructing the main Olympic lifts along with other important exercises Level 1 Coaching Weightlifting: Assisting in a weightlifting club Level 2 Coaching Weightlifting: Running a weightlifting club Accreditation provided	1st4sport Level 2 Award in Olympic Weight Lifting 1st4sport Level 2 Award in Instructing Weight Lifting 1st4sport Level 1 Certificate in Coaching Weight Lifting 1st4sport Level 2 Certificate in Coaching Weight Lifting * Refer to page 4 for course descriptions

Supplementary fee for travel and accommodation may be applicable in some cases.

BRITISH WEIGHT LIFTING COURSES

Origin Fitness is proud to offer the following British Weightlifting training courses as part of our programme.

LEVEL 1 AWARD IN COACHING WEIGHT LIFTING

The 1st4sport Level 1 Award in Coaching Weight Lifting is suitable for those who are new to coaching, but who have some knowledge of the sport and would like to learn how to apply that in a coaching environment. To provide learners with an introduction to the processes and principles of coaching Weight Lifting to adults and children. The Award offers an opportunity for those with little or no experience of coaching to be introduced to the principles of planning, delivering and evaluating coaching activities in Weight Lifting. They will be helped to understand how to effectively assist more qualified coaches, delivering aspects of coaching sessions, normally under direct supervision.

By the end of the course candidates will be able to learn:

- The basic moves of the snatch and clean and jerk
- Small group sessions on the basic moves of weight lifting

Course Structure: To qualify for the 1st4sport Level 1 Award in Coaching Weight Lifting (QCF), learners must successfully achieve seven Credits from the following seven mandatory units.

- Fundamental of coaching sport
- Principles of planning coaching activities in sport
- Principles of conducting coaching activities in sport
- Principles of evaluating coaching activities in sport
- Planning coaching activities in Weight Lifting
- Conducting coaching activities in Weight Lifting
- Evaluating coaching activities in Weight Lifting

Level & Prerequisites: Candidates are required to be at least 18 years of age on the first day of the course and have some experience of the lifts and weight lifting

Re-assessment: Candidates can be reassessed twice within a 12 month period from registration (subject to £75 assessment fee each time)

LEVEL 2 CERTIFICATE IN COACHING WEIGHT LIFTING

The 1st4sport Level 2 Certificate in Coaching Weight Lifting is for coaches who have experience of delivering independent coaching sessions to groups of people. The certificate enables coaches to independently create, deliver and evaluate a series of weight lifting coaching sessions to groups of beginner and intermediate level weight lifters. Parts of the course are made up of practical activities allowing coaches the opportunity to experience delivering and participating within coaching sessions.

The course will qualify the successful candidate to introduce, create, deliver and evaluate a series of linked weight lifting sessions supervise other coaches to deliver weight lifting sessions.

Course Structure: To qualify for the 1st4sport Level 2 Certificate in Coaching Weight Lifting (QCF), learners must complete all eight units which will give them 17 credits.

The units cover the following:

- Understanding the fundamentals of coaching sport
- Understanding how to develop participants through coaching sport
- Supporting participant(s)' lifestyle through coaching sport
- Understanding the principles of safe and equitable coaching practice
- Plan a series of weight lifting coaching sessions
- Prepare the weight lifting coaching environment
- Deliver a series of weight lifting coaching sessions
- Monitor and evaluate weight lifting coaching sessions

Level & Prerequisites: Candidates are required to have completed a BWL Level 1 Coaching Course, be at least 18 years of age on the first day of the course and have some experience of the lifts and weight lifting

Re-assessment: Candidates can be reassessed twice within a 24 month period from registration (subject to an assessment fee each time)

LEVEL 2 AWARD IN INSTRUCTING WEIGHT LIFTING

The 1st4sport Level 2 Award in Instructing Weight Lifting is suitable for those who are new to instructing but who have some knowledge of weight lifting and would like to learn how to apply that in an instructing environment, or experienced instructors looking to develop their knowledge on instructing weight lifting.

Course Structure: To qualify for the 1st4sport Level 2 Award in Instructing Weight Lifting (QCF), learners must successfully achieve 2 credits from a single mandatory unit. Achievement of the qualification is normally through attendance on an intensive two day course of training and completion of the 1st4sport Learner Pack inclusive of all assessed tasks.

The exercises covered on this course are:

- Front squat
- Back squat
- Deadlift
- Romanian Deadlift
- Lunge
- Shoulder Press
- Bench Press
- Clean and jerk
- Snatch
- Bent over row

Level & Prerequisites: Learners are required to be at least 16 years of age and it is advisable for the learners to have experience in using the techniques stated within the technical syllabus for this qualification

Re-assessment: Candidates can be reassessed twice within a 12 month period from registration (subject to £75 assessment fee each time)

LEVEL 2 AWARD IN OLYMPIC WEIGHT LIFTING

The 1st4sport Level 2 Award in Olympic Weight Lifting is designed to allow the learner to efficiently and safely perform a range of Olympic Weightlifting techniques.

By the end of the course candidates will be able to:

- Provide knowledge to perform an appropriate warm up and cool down.
- Understand the correct terminology for the Olympic Lifts, modified lifts and pulls.
- Understand the safety considerations and contraindications associated with Olympic weightlifting.

Course Structure: This qualification consists of one mandatory component. Learners must successfully complete the mandatory component in order to successfully pass the qualification. Achievement of the qualification is normally through attendance on an intensive 4 hour course of training and completion of the 1st4sport Learner Pack inclusive of all assessed tasks.

Level & Prerequisites: Learners are required to be at least 14 years of age or over and it is advisable for the learners to have experience in using the techniques stated within the technical syllabus for this qualification

Re-assessment: Candidates can be reassessed twice within a 12 month period from registration (subject to £50 assessment fee each time)

**“I CAN’T WAIT TO USE
WHAT I HAVE LEARNT
WITHIN THE GYM
ENVIRONMENT”**

PRACTICAL WORKSHOPS

Our practical workshops are aimed at giving centres and their staff the tools needed to effectively support members implementing training methods which are popular in the fitness industry. Our current workshops cover topics like powerlifting, HIIT training and weight training for women.

WEIGHT LIFTING FOR A GYM SETTING

The aim of the Weight Lifting for a Gym Setting course is to teach you the practical and realistic application of this modality of training to your customers.

By the end of the workshop candidates will be able to:

- Teach the techniques of all the major lifts
- Know about the need and use of accessory exercises
- Apply the principles of effective preparation (warm-up) for training and performance.
- Plan group weightlifting classes
- Group programming

Uses: Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No perquisite is required

WOMEN AND WEIGHT TRAINING

The aim of the Women and Weight Lifting course is to teach you the considerations, benefits and practical applications to weight training and women.

By the end of the workshop candidates will understand:

- The techniques of all the major lifts
- The need and use of accessory exercises
- How to apply the principles of effective preparation (warm-up) for training and performance.
- The benefits for women
- Group training specific to women

Uses: Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No perquisite is required

THE BIG THREE

Practical competency in the Squat, Deadlift and Bench Press.

By the end of the workshop candidates will understand:

- The techniques of all the major lifts
- The need and use of accessory exercises
- How to apply the principles of effective preparation (warm-up) for training and performance.
- How to deliver safe effective training
- Programming overview

Uses: Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No perquisite is required

WEIGHTLIFTING FOR POWERLIFTERS

The aim of the Weightlifting for Powerlifters course is to allow you to use skills and techniques from the sport of weightlifting to assist with your powerlifting programming and performance.

By the end of the workshop the coaches will be able to:

- Identify key factors which contribute to common avoidable sports injuries in Powerlifters.
- Identify the benefits of good posture.
- Attendees will have practised coaching key Weightlifting training movements and will have discussed their application to Powerlifting performance and injury prevention.
- Including:
 - The 'Weightlifting' Back Squat.
 - The Overhead Squat and Front Squat
 - The Clean and its derivative movements. - Halted Dead Lift, Romanian Dead Lift, Explosive Pulls from the Thigh, Knee and Floor.
- Recognise a sound technical model to the coaching of overhead pressing movements.
- Apply the principles of effective preparation (warm-up) for training and performance.
- Apply all the above to the enhancement of Powerlifting performance and for injury prevention.

Uses: Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

SAFE AND EFFECTIVE HIIT TRAINING

This day will review the origins of high intensity training protocols and the unique advantages that can be gained from performing a variety of different work:to rest intervals when compared to steady state training. You will have an opportunity to experience a number of protocols and practice how to effectively monitor intensity to get results. Be prepared to cover a lot of ground in cardiorespiratory physiology and practically experience the full range of cardiovascular intensities.

By the end of the day you will understand:

- The different adaptations that can be expected from high intensity intervals than from steady state cardiovascular training
- How to most effectively choose the equipment most appropriate for different protocols and how to monitor intensity above 100% maximum heart rate

Uses: Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

OLYMPIC WEIGHTLIFTING COACH

The aim of our Olympic Weightlifting Coach is to provide a comprehensive practical overview for fitness professionals about the background, science and application of Olympic Weightlifting.

By the end of the course candidates will be able to:

1. Understand the correct terminology for the Olympic Lifts, modified lifts and pulls.
2. Understand the safety considerations and contra-indications associated with Olympic weightlifting.
3. List the benefits of Olympic lifting as part of a well-rounded and appropriately periodised resistance training programme.
4. Demonstrate competent techniques for the Power Clean, Jerk and Power Snatch exercises.
5. Apply progressions and regressions to the Clean, Jerk and Snatch exercises.
6. Show an understanding of how to include assistant exercises, Olympic Pulls, Modified Olympic Lifts and the Olympic Lifts within a progressive resistance training programme.

Uses: Fitness Instruction, Personal Training, weight lifting clubs, strength & conditioning, strength coaches

Level & Prerequisites: No prerequisite is required

Assessments: Practical Assessment

FUNCTIONAL TRAINING

The aim of our Functional Training Workshop is to provide a comprehensive practical overview for fitness professionals about the background, science and application of Functional Training.

By the end of the course candidates should be able to:

1. Understand the benefits and considerations of using different functional training equipment.
2. Understand the safety considerations and contra-indications associated with common functional training equipment.
3. Gain the knowledge and practical experience of correct technique for basic exercises with functional training equipment, such as Barbells, Dumbbells, Medicine Balls, Sandbags, Ropes, Cables, ViPRs.
4. Gain an understanding of how to include these functional training exercises within a resistance training programme for individuals or small groups.

Uses: Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

SANDBAG INSTRUCTOR

The aim of our Sandbag Training Workshop is to provide a comprehensive practical overview for fitness professionals about the background, science and application of sandbag training.

By the end of the course candidates will be able to:

1. Understand the benefits of Sandbag Training and how this equipment fits into the Functional Training methodology.
2. Understand the safety considerations and how to safely and effectively use Sandbags.
3. Demonstrate the correct techniques for different upper body, lower body and core Sandbag exercises.
4. Progress and regress these exercises using a variety of methods.
5. List the pros and cons of Sandbag Training in comparison with other training modalities.

Uses: Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

SELF MYOFASCIAL RELEASE

Our Self-Myofascial Release with Foam Roller Course will teach you all of the required safety and contraindications plus the considerations, the theory of Self- Myofascial Release and its application.

1. This course will enable you to develop and perfect your own knowledge and technique, as well as introducing this type of exercise to your clients. Foam Rollers are fantastic for functional training and postural correction.
2. Self-Myofascial Release (SMFR) is a great technique used by many trainers to improve flexibility, function, performance and reduce injuries with their clients. Once you know how and why to use Foam Rollers properly, you will undoubtedly get every one of your clients on this piece of equipment.
3. Athletic clients will be able to maximise recovery, breakdown scar tissue and reduce adaptive shortening, whilst non-athletic clients will be able to improve functional flexibility and massage restrictions away.

Uses: Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

KETTLEBELLS INSTRUCTOR

The aim of our Kettlebell Instructor Certification is to provide a comprehensive and practical training course for fitness professionals of the background, science and practical application of Kettlebell training.

By the end of the course candidates will be able to:

1. List the benefits of Kettlebell training and how it differs from all other training methods.
2. List and practically apply the safety considerations of training with a Kettlebell.
3. Apply the warm up drills into a safe and specific warm up for Kettlebell training sessions.
4. Demonstrate the correct techniques for the foundation Kettlebell exercises.
5. Teach, analyse and correct technique for the foundation Kettlebell exercises.
6. Utilise remedial drills to correct the common technical errors.
7. Apply and integrate Kettlebell exercises into a comprehensive and effective training programme.

Uses: Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

ORIGIN FITNESS COURSES

Origin Fitness courses are designed to give you or your staff a complete skillset, ready to improve service levels no matter the type of facility you run.

STUDIO CYCLING INSTRUCTOR

The aim of our Studio Cycling Instructor Course is to teach you the theory and practical application of Indoor Studio Cycling.

By the end of the course candidates should be able to:

1. Demonstrate the importance of safety on a studio bike
2. Plan a safe and effective studio cycling class
3. Understand the different intensity options available
4. Understand how to use music effectively for planning and choreography
5. Discuss the importance of communication and cueing
6. Teach a safe and effective studio cycling class

Uses: Group Exercise.

Level & Prerequisites: No prerequisite is required

Assessments:

Practical Assessment - Teach a studio cycling class

“EVERY MEMBER OF THE TEAM TOOK PART AND GAINED ADDITIONAL NEW KNOWLEDGE, FROM OUR QUALIFIED AND EXPERIENCED PERSONAL TRAINERS, TO OUR YOUNG TEAM MEMBERS”

BUSINESS SUPPORT WORKSHOPS

Working in partnership with Julie Gillespie, Origin Fitness can offer clients a wide range of business focussed workshops.

Julie is an experienced consultant and trainer who specialises in communication, service and sales.

SALES COURSES

SELLING FOR THE PUBLIC SECTOR (2 DAYS)

This course is our most popular in the public sector, it provides delegates with some simple soft selling techniques to ensure a consistent service is provided and all opportunities are maximised.

By the end of the workshop candidates will learn:

- What the customer wants today
- Why do we need to increase participation levels?
- USP's and target setting
- How to manage your leads
- Increasing your customer's commitment to a healthy lifestyle
- Discovering your behavioural style
- How do people buy?
- Impact on the customer journey
- Providing a consistent service for all customers
- How to sell softly
- Building rapport and questioning techniques
- The Tour & presenting your prices
- Taking incoming calls

Uses: Sales, reception, Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

Cost: £1790.00 + vat

PRESALE PACKAGE (1 DAY)

This course is designed for Clubs/centres who are either in a presale setting or who have recently upgraded their facilities in anyway and want to maximise the wow factor. This course takes the presale and reopening worries away.

By the end of the workshop candidates will be able to:

- Presale /refurb set up
- Lead management
- Lead generation
- Selling a concept
- Sales process overview
- Taking incoming calls
- Dynamic tours
- Asking the right questions
- Selling Emotionally

Uses: Sales, reception, Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

Cost: £895.00 + vat

SALES ACCELERATOR (2 DAYS)

The accelerator is a great way to jump start your sales career or refresh an existing one. The course provides delegates with a snap shot of each element of the sales process. Delegates will gain a sound understanding of what makes good sales professional and will have the confidence and skills to hit the ground running after just two days.

By the end of the workshop candidates will learn:

- Lead management
- What makes a great sales professional
- Communication skills
- Feature/benefit/emotion formula
- Understand what people buy
- Pre – chat /Needs analysis
- Taking incoming calls
- Presenting your prices effectively
- Objection handling

Uses: Sales, Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

Cost: £1790.00 + vat

MAKING THE PHONE WORK FOR YOU (1 DAY)

By the end of the workshop candidates will be able to:

- Handling incoming calls
- Increase your show ratio
- Building rapport on the phone
- Learn the art of follow up

Uses: Reception, sales, Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required.

Cost: £895.00 + vat

QUALIFICATION (1 DAY)

By the end of the workshop candidates will be able to:

- The art of an effective pre-chat
- How to build rapport
- Eliminate objections from the outset
- Create real buying emotions
- Learn the 6 stages of qualification
- Learn the power of test closing
- Tailoring the presentation

Uses: Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

Cost: £854.00 + vat

MASTERING THE PRESENTATION (1 DAY)

By the end of the workshop candidates will be able to:

- The 8 stages of the presentation
- Advanced questioning techniques
- Needs analysis
- Finding the solution
- Knowing when to close
- Identifying buying signals
- Closing techniques

Uses: Management, sales, Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

Cost: £845.00 + vat

CLOSING AND OVERCOMING OBJECTIONS (1 DAY)

By the end of the workshop candidates will be able to:

- Present your prices using disc
- Increase your confidence at the close
- How to use visual aids
- Learn easy to use closing techniques
- Overcome objections and re-close
- Learn the top 5 objections and how to handle them

Uses: Management, sales, Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

Cost: £845.00 + vat

REFERRALS AND PROSPECTING (1 DAY)

By the end of the workshop candidates will be able to:

- How to ask for referrals
- Making an appointment with a referral
- Cast your nets!
- Learn prospecting strategies that work

Uses: Management, sales, Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

Cost: £845.00 + vat

LEAD MANAGEMENT (1 DAY)

By the end of the workshop candidates will be able to:

- Planning for success
- Maximizing the sales system
- Time management and accountability

Uses: Sales, Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

Cost: £845.00 + vat

SELLING WITH NLP (1 DAY)

By the end of the workshop candidates will be able to:

- Discover your customers buying strategy
- Pacing and leading
- Selling to the visual, auditory and kinesthetic
- Eye movements
- The fifteen most persuasive words
- Battle of the sexes – changing your presentation style

Uses: Sales, Fitness Instruction, Personal Training

Level & Prerequisites: No prerequisite is required

Cost: £845.00 + vat

RETENTION COURSES

AN INTRODUCTION TO MANAGING RETENTION (1 DAY)

This workshop will introduce delegates to the issue of membership retention, provide a clear explanation on how it can be measured, review current research and provide practical tips and advice on how to improve membership retention at each stage of the member journey.

By the end of the workshop candidates will learn:

- The Importance of Retention
- The State of the Industry
- Defining & Measuring Retention
- Research Review
- The FIA Model
- Putting It All Together – Retention and the Member Journey
- The Importance of the Individual – Customer Service

Uses: Sales, Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

Cost: £895.00 + vat

MANAGING RETENTION THROUGH THE MEMBER JOURNEY (1 DAY)

This workshop will build on workshop 1 by providing a more detailed approach to managing retention at every stage of the member journey, from pre-joining to termination.

By the end of the workshop candidates will be able to:

- **Pre-joining**
 - Marketing, contracts and joining fees
- **Selling for Retention**
 - The Induction Process
 - The Consultation
 - Programming for Retention
 - Building Motivation & Confidence
- **The First 12 Weeks**
 - Maintaining Motivation and Confidence
 - Follow-Up
 - Managing the Consultation Process
 - Per Visit Interaction
- **Beyond 12 Weeks**
 - Promoting Usage
 - Activity Programming
 - Social Programming
 - Member Communication
- **Managing Low Usage and Leavers**
 - Dealing with Cancellations
 - Monitoring Low Usage
 - Re-engaging the Member
- **Service Excellence – The Difference That Makes The Difference**

Uses: Reception, sales, Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

Cost: £895.00 + vat

MANAGEMENT

HANDLING CONFLICT IN THE WORK PLACE (1 DAY)

How we handle conflict at work effects our relationships with both the internal and external customer. Productivity levels are influenced on an individual level as well as within a team. We often take things the wrong way, react aggressively, take things personally, act first -think later, the list goes on! The fact remains that conflict will always exist but how we handle it can change.

By the end of the workshop candidates will be able to:

- Identify participants natural style when handling conflict & identify a key action plan.
- Give greater confidence to participants to handle difficult situations or have the conversations that we often avoid or feel unable to manage appropriately.
- Challenge some of the myths we have about conflict and difficult conversations.
- Explore different techniques including the Thomas-Kilman Conflict Mode Instrument, Appreciative Inquiry and Positive Dialogue Models.
- Equip participants with practical tools that can be used to manage challenging conversations and conflict more positively.

Uses: Management

Level & Prerequisites: No prerequisite is required

Cost: £795.00 + vat

MANAGEMENT WORKSHOPS (1/2 DAY)

By the end of the workshop candidates will be able to:

- Managing People
- Manager V leader
- What is your role as leader?
- How to motivate your team
- Leadership styles & when to use them
- Situational leadership
- Managing the process
- How to run effective meetings
- Get the most out of your 1:1's
- Time management and planning
- Understanding the data
- Managing the under performer

Uses: Management, Personal Training

Level & Prerequisites: No prerequisite is required

Cost: £445.00 + vat

HOW TO MANAGE A SALES TEAM (1 DAY)

By the end of the workshop candidates will be able to:

- Learn how to establish what motivates each team member
- Visual auditory and Kinesthetic
- Motivational job chats
- What difference do YOU make?
- Setting targets
- Time in motion study
- Planning your team's day
- Creating a winning team

Uses: Management

Level & Prerequisites: No prerequisite is required

Cost: £895.00 + vat

TAKING YOUR BEHAVIOUR PROFILE A STEP FURTHER (1 DAY)

(2 hours, 1:1 feedback and full Thomas report issued)

By the end of the workshop candidates will be able to:

- Understand your behaviour under pressure
- Know your work mask
- Identify strengths and limitations
- Identify skill gaps

Uses: Management, sales, Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

Cost: £895.00 + vat

SELLING TO THE CORPORATE MARKET (1 DAY)

By the end of the workshop candidates will be able to:

- Prospecting – where do you start?
- Writing the winning mailer
- Getting past the game keeper
- Learn the 8 stages of a successful presentation
- Closing the corporate deal

Uses: Sales, Fitness Instruction, Personal Training

Level & Prerequisites: No prerequisite is required

Cost: £845.00 + vat

TEAM BUILDING (1 DAY)

By the end of the workshop candidates will be able to:

- Increasing team morale
- Focus on the internal customer
- Learn about your team's behavior style
- Understand how to handle conflict
- Problem solving and team challenges
- Increase trust and confidence within your team

Uses: Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

Cost: £845.00 + vat

RECEPTION SALES TRAINING (1 DAY)

By the end of the workshop candidates will be able to:

- A brief overview of the sales system
- Taking sales enquiries
- Identifying prospects
- Initial contact
- Profiling customers

Uses: Fitness Instruction, Sales.

Level & Prerequisites: No prerequisite is required

Cost: £845.00 + vat

THE POWER OF PERSONAL IMPACT (1 DAY)

By the end of the workshop candidates will be able to:

- The brand called 'you'
- Positive first impressions
- Likeability matters
- Connecting with impact

Uses: Management, Sales, Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

Cost: £845.00 + vat

THE POWER OF THE NON VERBAL'S (1 DAY)

By the end of the workshop candidates will be able to:

- The subtle language of the body
- How to build rapport
- The language of the senses
- Reading others behaviours

Uses: Management, Sales, Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

Cost: £845.00 + vat

SITUATIONAL LEADERSHIP (1 DAY)

By the end of the workshop candidates will be able to:

- Management V Leadership
- Leadership styles
- Assessing the situation
- Selecting the right style
- Growing winners

Uses: Management, Sales, Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

Cost: £845.00 + vat

SELLING YOUR IDEAS (1 DAY)

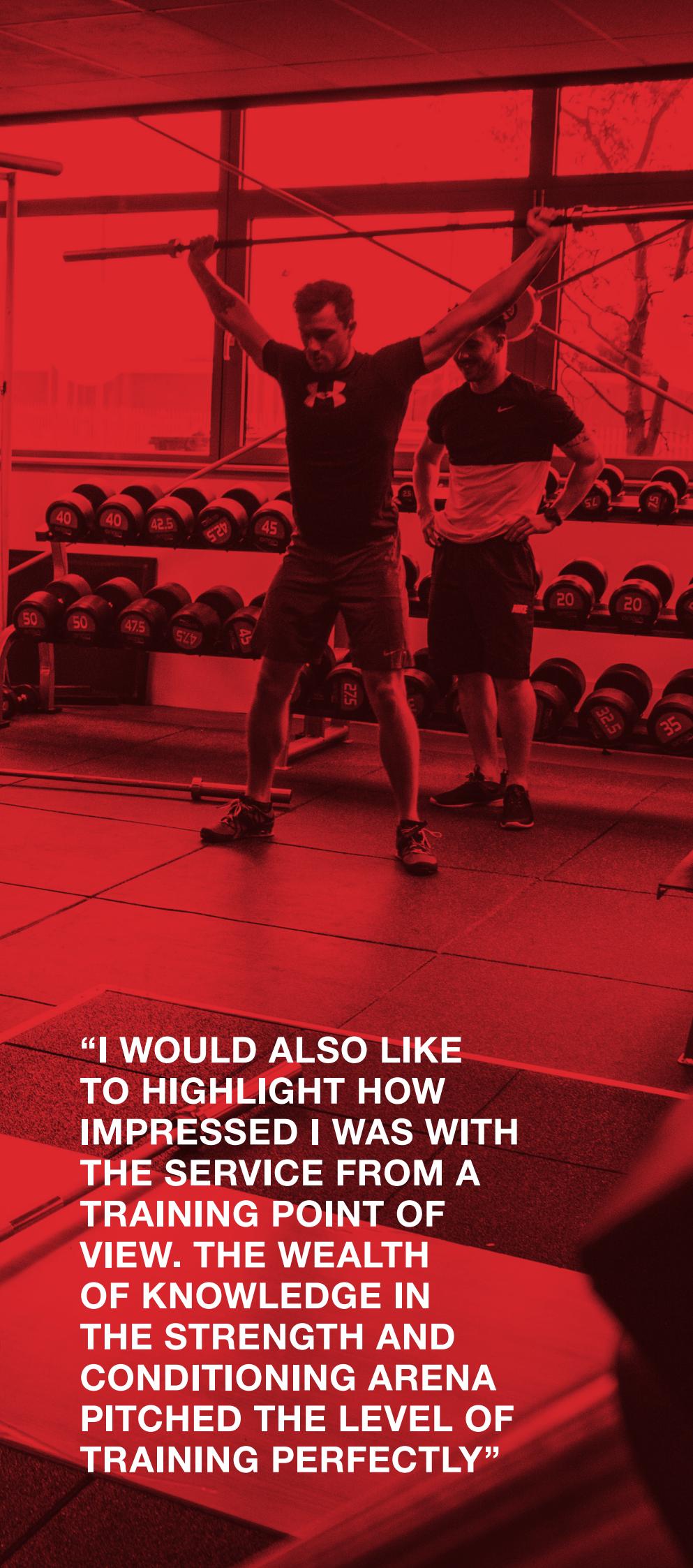
By the end of the workshop candidates will be able to:

- What do people buy into?
- Influence with power questions
- Active listening
- Making an impact in meetings
- Persuasive words and question softeners
- Speaking in public with impact

Uses: Management, Sales, Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

Cost: £845.00 + vat



“I WOULD ALSO LIKE TO HIGHLIGHT HOW IMPRESSED I WAS WITH THE SERVICE FROM A TRAINING POINT OF VIEW. THE WEALTH OF KNOWLEDGE IN THE STRENGTH AND CONDITIONING ARENA PITCHED THE LEVEL OF TRAINING PERFECTLY”

COMMUNICATION WORKSHOPS

Working in Partnership with Cathy MacDonald, Origin Fitness can offer a wide range of communication based workshops.

Cathy is a retired Hostage and Police Negotiator from Police Scotland. In this role she was also responsible for teaching and developing negotiation.

The courses listed can be selected as a 1 day to 4 day option.

DAY 1 SETTING THE FIRST IMPRESSIONS

This course cover the following:

- Setting the first Impressions
- Human Behaviour Explained
- The power of Emotion
- Belief Systems
- Self Awareness
- First Impressions
- Verbal and Non Verbal
- Communication

Uses: Sales, reception, Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

DAY 2 IT'S ALL ABOUT LISTENING AND CONVERSATION

This course will enable you to:

- Develop confidence in social or business interactions
- Learn all the skills you need to have aby type of conversation
- Learn to listen differently

Uses: Sales, reception, Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training

Level & Prerequisites: No prerequisite is required

DAY 3 INFLUENCE

This course cover the following:

- Positive, negative and subliminal influence
- Behaviour change
- How to understand different types of influence and how to use them
- How to help promote behaviour change

Uses: Sales, reception, Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training.

Level & Prerequisites: No prerequisite is required

DAY 4 PRACTICAL EXERCISES AND Q&A

This course cover the following:

- Practice in a safe coaching environment

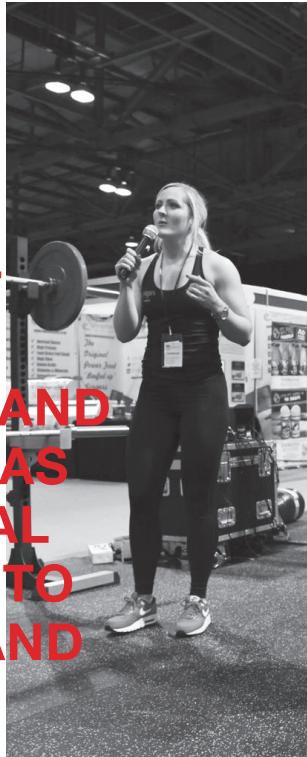
Uses: Sales, reception, Fitness Instruction, Personal Training, Group Exercise, Strength & Conditioning, Sports Specific Training.

Level & Prerequisites: No prerequisite is required

YOUR
ON



**CLAIRE HERSELF
WAS GREAT,
APPROACHABLE AND
HER DELIVERY WAS
SO PROFESSIONAL
SHE IS A CREDIT TO
BOTH HERSELF AND
THE COMPANY.”**



MASTER TRAINER

Master Trainer Claire Tracey joined the Origin Fitness team in 2015, heading up the Training Academy and tasked with the curation and delivery of a top class fitness industry education programme for clients.

Claire has a masters in Strength and Conditioning from the University of Edinburgh, Sports Science degree from the University of Glasgow and is an UKSCA accredited coach.

Having worked with experience working with Scottish Institute of Sport athletes, Glasgow Warriors Rugby and Hamilton Accies FC, as well as experience as a personal trainer. Claire brings unrivalled knowledge, expertise and enthusiasm for fitness education programmes to Origin Fitness and our customers.

As a Skills Active assessor and tutor Claire can deliver a wide variety of course titles from the Origin Fitness Training Academy as well as on-site for customers. As well as these CPD events and training courses Claire regularly delivers equipment familiarisation and induction training when new equipment is being installed.

A key objective for Claire is insuring that all the staff within all of our client facilities have the knowledge and skills to make the most of any new and existing equipment for the benefit of members and the business as a whole.

- Origin Fitness Master Trainer
- USCA Accredited Coach
- MSc Strength and Conditioning
- BSc Physiology and Sports Science
- SkillsActive Tutor, Assessor and Internal Verifier
- British Weightlifting Tutor and Assessor
- S&C Coach at Scottish Institute of Sport, SFA, Glasgow Warriors RFC,
- Hamilton Academicals FC.
- Published in the Journal of Sports Sciences.





ORIGIN EMPOWER

Origin Fitness also offers a timetable of events called Empower. These are events which bring together some of the best speakers in our industry to assist you not only with your practical training needs, but also to support your continued professional and business growth.

In order to provide top quality, accessible knowledge, Origin Fitness now host events, workshops and seminars focused on highly relevant topics, drawing on the experience of industry experts. These will be hosted at a variety of locations throughout the UK.



“VARIETY OF SPEAKERS AND CONTENT WAS GREAT. KNOWLEDGEABLE SPEAKERS. FUN BUT INFORMATIVE WITHOUT BEING TOO SERIOUS.”

FACILITIES

The main gym within the Training Academy is equipped to the highest standard to make sure the learning experience you receive on our courses is not just good, but exceptional.

Doubling up as our commercial equipment showroom, the Training Academy contains a wide range of the industry's leading brands meaning you will be well prepared when it comes to using any of the equipment.

The Training Academy replicates the zones you will find in most commercial gyms; the free weights zone, fixed resistance machines, cardio zone and even a fully equipped functional training rig. The resistance zone lets you train with selectorized, cable and plate loaded machines enabling you to achieve a full and comprehensive experience.

The Training Academy's gym facilities are complemented by its teaching spaces which are located in close proximity to the main gym floor. Moving between our lecture rooms and the main gym is quick and allows teaching time to be maximised. When you attend a course, you will have access to a fridge, microwave, toaster and kettle in the kitchen or the training academy to keep you fuelled throughout the day. There are also toilets and showering facilities on-site.



LOCATION

ORIGIN FITNESS
ALEXANDRA HOUSE
21 CLIFTONHALL ROAD
NEWBRIDGE EH28 8PW

The Origin Fitness Training Academy is located in Newbridge, Midlothian just on the outskirts of Edinburgh and within a few minutes of both Edinburgh International Airport and direct bus links to the city centre.

By Road

For those travelling by road, the Training Academy is situated a few hundred yards from the Newbridge roundabout making it easily accessible for travellers from the North (M9), Glasgow and the West (M8) and South (City Bypass) as all of these roads cross at this central point. The Training Academy has a large on-site car park which course leaders and students can make use of, free of charge.

Travel Distances

2.6 miles from Edinburgh Airport
7.7 miles from Edinburgh Haymarket
9.3 miles from Edinburgh Waverley
37.3 miles from Glasgow
58.1 miles from Dundee
113 miles from Newcastle Upon-Tyne
122 miles from Aberdeen

By Public Transport

Air

Flying into Edinburgh International is an easy way for those with greater distances to travel to reach the Academy. The Airport is a five minute taxi ride from Origin Fitness or a 30 minute walk along Glasgow Road.

Bus

The nearest bus stop to the Training Academy is in Ratho Station, a five minute walk away. From the airport, you can walk to Glasgow Road and get a Lothian Bus which drops you at Ratho Station – a five minute walk from the Training Academy. From the city centre and Gyle shopping centre, various First, Lothian and CityLink buses also travel past Ratho Station. Details of these can be found using www.lothianbuses.com, www.firstgroup.com and www.citylink.co.uk.

Train

The closest train station to the Training Academy is Edinburgh Gateway however, Edinburgh Waverley is equally easy to find us from with a connecting bus or taxi.

“THE TRAINING WAS EXTREMELY WELL RECEIVED BY THE TEAM AND THE FEEDBACK WAS FANTASTIC FROM WHAT I WOULD CONSIDER A HARD AUDIENCE.”

