

GETNZ Active!



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Exercise and Wellness Industry Conference

Sat. 4th - Sun. 5th November '06
AUT North Shore Campus, Auckland

2006 Theme: “Be the best you can be”

The must attend event for

- Personal Trainers
- Exercise Professionals
- Sales People
- Group Exercise Instructors
- Club Owners and Managers

Venue Partner



Brought to you by



Welcome and Overview

General

The GetNZ Active conference is brought to you by FitnessNZ and Sfrito.

Who should attend?

The conference is targeted at exercise and wellness professionals, managers and sales staff passionate about furthering their knowledge. So if you are a personal trainer, gym instructor, group exercise instructors, salesperson or club owner/manager this event is for you!

To deliver the conference we have partnered with New Zealand's leading education providers and suppliers.

How sessions work

The conference is held over two days (4th/5th November) with over 50 sessions! Most sessions are 90 minutes, with up to six sessions running at any given time. With the exception of a few limited place workshops (e.g. spin workshops), you are able to pick and choose your sessions on the day.

Timing of day

Both days run 9am - 5pm, broken into four 90 minute sessions each day.

Special events

The opening address is being held 9am Saturday (not to be missed!) There is also a special forum for REPs registered personal trainers @ 12:40pm on Sunday.

REPs Continuing Education Credits (CECs)

The conference is eligible for 20 CECs from REPs (this together with work experience is enough CECs for two years REPs registration).

Getting there, accommodation and important info

Airlines

The lowest price bookings can be found on www.airnz.co.nz and www.qantas.co.nz

Transport when in Auckland

Special rates on shuttle bus transfers from the airport, and rental cars have been arranged for conference attendees. Rental cars from under \$50 a day, shuttle bus from under \$12 per person for groups of six.

For further details visit the www.fitnessnz.co.nz/conference

Location & Map

The conference is being held in Auckland, at AUT's North Shore campus on Akoranga Drive. A detailed map can be found at www.fitnessnz.co.nz/conference

Parking

Free parking is available in the AUT car park all weekend.

Accommodation

Low price accommodation can be found on the conference web site. Backpacker accommodation is available from as little as \$30 a night, with hotels and motels accommodation around \$100 per room (up to 2 people) a night. Full details at www.fitnessnz.co.nz/conference

Food and drinks

The AUT café will be open for the weekend, which serves coffee and a small selection of food. Several other options are within 5 minutes drive.

Venue Facilities

The conference venue has a comprehensive fitness centre with changing rooms and showers (just in case you want to workout).

Remember to bring your workout gear so you can take part in the practical sessions!

More Information

A detailed map, and full details on accommodation and transport options will be sent to those that register for the conference. We do however recommend booking any flights early (to get the best price).

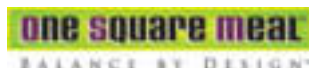
Special thanks to

Thanks to all the organisations who helped make the conference possible, including the following organisations that have sponsored speakers and/or sessions, or provided equipment for the conference.

Hart Sport
Bliss New Zealand / Cybex
Zento
Pole About International Education Network
Netfit
HQH
Les Mills New Zealand
OD on Movement
SPARC

Gravity Training Systems
Creative Fitness Marketing (CFM)
Ptonthenet.com
Potato Growers Federation
Spin Bikes provided by Blue Fitness
Inland Revenue Department (IRD)
Radical Fitness
Auckland University of Technology (AUT)

Product Sponsors



Premium Education Sponsor



Spin bikes provided by



Pricing

\$499 conference for as low as \$99!

The 2006 GetNZ Active Conference standard price is \$499 (inc gst) per attendee (Full attendance for all sessions at the two day event).

The following discounts and subsidies are available, per person, as deductions from the standard price::

1. REPs registered individuals: \$100 discount
2. Travel Subsidy¹:
 - a. Northland, Waikato, Coromandel, Bay of Plenty: \$75 subsidy
 - b. Elsewhere in the North Island and the South Island: \$150 subsidy
3. Bulk discount:
 - Two in one booking: (\$50 discount per person)
 - Four or more in one booking: (\$100 discount per person) up to \$100 discount
4. Discount for staff of FitnessNZ members clubs² \$50 discount
 Staff of FitnessNZ Gold member clubs receive a \$100 discount up to \$100 discount
5. CFM / Zento BONUS subsidy \$100 discount

Discounts and subsidies are all cumulative. The maximum combined discount/subsidy is \$400 per person until Wednesday 18th October, and \$200 per person between 19th - 25th October. After 25th October the only discount available is the \$100 REPs registered discount.

So the lowest price payable is \$99 (until 18th October), or \$199 (19th - 25th October).

The conference is limited to 350 attendees. The first 350 applications will be accepted.

Pricing Examples

<p>Example 1: Auckland based trainer, REPs registered, based at a FitnessNZ Gold Member club. Registering together with one other person.</p> <p>Base Price: \$499 Less: \$100 REPs discount Less: \$50 bulk discount Less: \$100 FitnessNZ gold discount Less: \$100 CFM/Zento Subsidy Price to pay: \$149 per person (by 18th October)</p>	<p>Example 2: Dunedin based club manager of a FitnessNZ gold member club. Is taking one other person.</p> <p>Base Price: \$499 Less: \$150 travel subsidy Less: \$50 bulk discount Less: \$100 FitnessNZ gold discount Less: \$100 CFM/Zento Subsidy Price to pay: \$99 per person (by 18th October)</p>	<p>Example 3: Hamilton based group exercise instructor. REPs registered at a FitnessNZ gold member club. Going alone.</p> <p>Base Price: \$499 Less: \$100 REPs discount Less: \$75 travel subsidy Less: \$100 FitnessNZ gold discount Less: \$100 CFM/Zento Subsidy Price to pay: \$125 per person (by 18th October)</p>
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Notes:

- (1) Travel subsidy is based on the attendee's normal place of residence. Proof is required. No subsidy for those who live within 100km of Auckland.
- (2) To find out if your workplace is a FitnessNZ member check here – www.fitnessnz.co.nz/clubcheck
- (3) All prices are inclusive of GST

Questions? Phone 0800-66-88-11 (press "1" when answered. 9am-5pm Mon-Fri)



Schedule at a glance

SATURDAY

Saturday 9- 10:30am	Opening address. This session is not to be missed! Featuring a dynamic start to your conference, as well as important industry information, this is one session you will want to be at.			
Saturday 11am-12:30pm	Donal Carr (1): <i>The ultimate instrument</i> Technical: ** Prior Experience: * (W)	Wendy Sweet(4): <i>Corporate health and well-being. Understanding corporate stress, burn out and fatigue management of corporate clients</i> Technical: ** Prior Experience: ** (L)	Broni McSweeney (2): <i>A new opportunity for PTs</i> Technical: ** Prior Experience: *** (L)	Emmett Williams (3) <i>Strategic Marketing for the independent operator</i> Technical: ** Prior Experience: *** (L)
	Phoenix Dixon and Terese Ellwood (5) : Radical Fitness: Fight Do Technical: ** Prior Experience: ** (MC)		John McKenzie (2): <i>Earn your recovery</i> Technical: ** Prior Experience: ** Max: 20 (MC)	Peter Magson (6): <i>Guidelines for Training the Athlete</i> Technical: ** Prior Experience: ** (W)
Saturday 12:30-1:30pm	Lunch (networking break)			
Saturday 1:30-3pm	Inland Revenue Department (1) for club owners and managers Technical: * Prior Experience: * (L)	Anthony Fong (2): Back 2 Basics Back Care Clinic Technical: * Prior Experience: * Max: 20 (MC)	Dave Liow (6): <i>It's time to get it on!</i> Technical: * Prior Experience: * (W)	Ruth Pirihī (5): How to fill your Group Fitness Studios Technical: ** Prior Experience: ** (W)
	Arlene Thomas Hewitt (5) <i>Radical Fitness X55</i> Technical: ** Prior Experience: ** (MC)	Dr Annemarie Jutel (4) <i>Evidence Based Practice</i> Technical: ** Prior Experience: * (W)	Jeni Pierce & Melissa Moon (5): <i>The Speed of Carbohydrates</i> Technical: * Prior Experience: * (L)	Wendy Sweet (4): <i>Understanding weight loss for the new member market</i> Technical: ** Prior Experience: ** (L)
Saturday 3:30-5pm	Peter Mellow (6): <i>A philosophy of Fitness: Things we think but do not say</i> Technical: * Prior Experience: * (L)	Angela, David, Arlene and John (5): Radical Fitness Oxigeno Technical: ** Prior Experience: ** (MC)	Inland Revenue Department (1) for personal trainers Technical: * Prior Experience: * (L)	Dr Robbie Parker (6): Role of exercise and dietary interventions on weight loss and wellness in obese adults Technical: ** Prior Experience: ** (L)
	Terry Saltnes (1): <i>Planning your exit strategy</i> Technical: ** Prior Experience: ** (L)	Jeni Pierce (5): Top tips to know and use for PTs Technical: ** Prior Experience: ** (L)	Greg Doherty (4) And Donal Carr (1): <i>Incline plane training: The future of personal and group strength training</i> Technical: * Prior Experience: * (W)	Reece Zondag and Guy Needham (3): <i>Another Inconvenient Truth</i> Technical: * Prior Experience: * (L)

Colour Key

Exercise / Nutrition	Personal Training (PT) Business	Government
Group Exercise	Mind Body	Club Business (Sales and Management) If you own or manage your own business

Technical level of session * = Low ** = Intermediate *** = Advanced	Prior experience of attendees required * = None/low ** = Intermediate *** = High
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Session Types

L = Lecture: Classroom style educational presentation

W = Workshop: Interactive session (may involve some movement and/or participation)

MC = Master Class: Learn by doing - bring your workout gear!

Schedule Updated
20 September 2006

Schedule at a glance

SUNDAY

Sunday 9:00- 10:30am	Dr Bevan Grant (2): Active Ageing in an Ageing Population. Technical: ** Prior Experience: ** (L)	Sally Stanton (2): Integrated Balance Training & Total Body Workout Technical: ** Prior Experience: * (MC)	John Water and Terese Ellwood (5): Radical Fitness PowerFit Technical: ** Prior Experience: ** (MC)	Justin Tamsett (1): Forming the ultimate team of professionals Technical: * Prior Experience: ** (L)
	Leanne McKenzie (1): Advanced Teaching techniques for spin Technical: *** Prior Experience: ** (MC) Max: 20		Donal Carr (1): 5 Star PT Service Technical: * Prior Experience: * (L)	Ian O'Dwyer (3): The Essentials Of Function Technical Level: ** Prior experience: ** 3.5 hour workshop (9am - 12.30pm) (W)
Sunday 11am - 12:30pm	Kay Lindley (1): GRx, PHO's and REPs = synergy. Diana O'Neil (1): Green prescription eight years on (2 sessions in 1) (L)	Dave Liow (6): Shoulder Problems in the Gym Technical: ** Prior Experience: ** (L)	Emily Miazga(4): Reaching High Down Under Technical: * Prior Experience: * (L)	
	Terry Saltnes (1): Money grows on trees Technical: ** Prior Experience: ** (L)	Mike Warren (6): Empower your frontline to increase Technical: ** Prior Experience: ** (w)	Phoenix Dixon (5): Radical Fitness Kimax Technical: ** Prior Experience: ** (MC)	
Sunday 12:30-1:30pm	Special REPs only event: 12:40 - 1:20 Personal Trainers Forum (must be REPs registered to attend). Join a panel of New Zealand's top personal trainers and other industry leaders discussing the issues and opportunities for PTs in 2007 and beyond.			
Sunday 1:30pm - 3:00pm	Jean Scott (3): Keep the life in your PT Business Technical: * Prior Experience: * (L)	Emily Miazga (4): Fad Diets in the fitness industry Technical: * Prior Experience: * (L)	Ruth Pirihi (5): Radical Fitness Ritmix Technical: ** Prior Experience: ** (MC)	Justin Tamsett (1): Retention Strategies Technical: * Prior Experience: ** (L)
	Donal Carr (1): 3D Movement Patterns Technical: *** Prior Experience: ** (W)	Leanne Power (2): Step Funtastic Technical: *** Prior Experience: ** (MC)	Joe Waide (4): Pole Walking: Four feet fitness Technical: * Prior Experience: * Max: 15 (W)	Brendon Tod (3): Mind body concepts, exercise prescription and stress management for fitness professionals Technical: ** Prior Experience: ** (W)
Sunday 3:30 - 5:00pm	Emily Miazga (4) : Ultimate training Nutrition for Strength Athletes Technical: ** Prior Experience: ** (L)	Teresa Ellwood (5) : Radical Fitness Topride Technical: ** Prior Experience: ** (MC) Max: 20	Brendon Rope (6): Why are you like that? Tetramap: an adventure into the nature of behaviour Technical: ** Prior Experience: * (W)	
	Mike Warren (6): Powerful PT at point of Sale Technical: ** Prior Experience: ** (W)	Suzi Nevell (4): Balancing the autonomic nervous system through exercise	Donal Carr (1): Flexibility and Foam Rolling Technical: ** Prior Experience: ** (W)	

IMPORTANT

Sessions and presenters are correct at time of printing, but may be subject to change. The conference web site will update any changes.

The number in brackets next to a person's name denotes the page number that the presenter's profile and session details can be found.

The colour codes shown in the key are guides only - check the profiles and descriptions on the following pages, as sessions have multiple possible areas of interest.

Sunday Bonus!

Gravity Workshops (choose from three):

- Amplified Resistance 9:00-10:30am
- Pilates with a Slant 1:30-3:00pm
- Up Close & Personal Training 11:00am-12:30pm

Each session limited to 10 attendees, learn from the very best (Donal Carr - presenter P1 and Sandy Leo - p2).

These sessions will introduce GRAVITY 4 Programming and the Gravity Training System (GTS). Specifically, you will experience GRAVITY Pilates, will be provided with an insight into the evolution of Pilates, and explore new business opportunities GTS can provide. Full details will be provided before the conference.

Questions? Phone 0800-66-88-11 (press "1" when answered. 9am-5pm Mon-Fri)

Presenters & Sessions (page 1 of 6)

TERRY SALTNES

Profile: Having successfully set up, managed and then sold four fitness centres over a 15 year period qualifies him as a fitness entrepreneur. Now focused on investment property, Terry presents internationally on creating wealth based exit strategies.



Session1: Planning your exit strategy *Creating an alternate income source by leveraging off your day job*

Learning outcomes: Understanding how important investment is during your earning years and have an outline understanding of how to use Investment Property to get there.

Technical Level: **
Prior experience required: **
Session Type: Lecture
Session Category: PT Business/Business

Session 2: Money grows on trees

Money does grow on trees, increase your income by 15-25% by working in-club resources smarter. This is aimed at PT and front line sales people working together.

Learning Outcomes: How to utilise in-club resources that will result in immediate income benefits for trainers, front line sales and the club itself.

Technical Level: **
Prior experience required: **
Session Type: Lecture
Category: PT Business
NB: 60 minute session

INLAND REVENUE DEPARTMENT (IRD)

Session 1: IRD - Personal Trainers

Learning Outcomes: Have an understanding of:

- GST
- Income tax
- Business Expenses – Motor vehicle, Home Office – Private use of business assets
- Depreciation
- Filing and payment requirements
- What to do if they can't meet the requirements
- Resources available – Advisories, Website etc
- Working for families/ Kiwisaver etc

Technical Level: *
Prior experience required: *
Session Type: Lecture
Category: Government

Session 2: IRD – for club owners/managers

Learning Outcomes: Have an understanding of:

- Due dates for filing and payments
- What to do if you can't meet the requirements
- What is new with FBT
- What is new with Depreciation
- New initiatives – Payroll subsidy, W4F, Kiwi saver etc.
- IR Resources available – Advisory services, Website etc
- Help for self employed staff – when new personal trainers come on board

Technical Level: *
Prior experience required: *
Session Type: Lecture
Category: Government

DIANA O'NEILL

Profile: Diana O'Neill is a Senior Advisor in SPARC's Active Living team. She has been involved with GRx since its inception in 1995. Diana has a MA Applied in Recreation and Leisure from Victoria University of Wellington.

Session: Green Prescription Eight Years On

The Green Prescriptions (GRx) initiative has been nationwide since 1998 and was seen by the fitness industry as providing a new market. Has this happened? if not, why not? This presentation will explore these questions.

Learning outcomes: Increased awareness of GRx and its role with the fitness industry.

Technical Level: *
Prior experience required: *
Session Type: Workshop
Category: Government
 Note: This session is run together with 'GRx, PHO's, FNZ & REPS = SYNERGY'

KAY LINDLEY

Profile: Active Health Manager/Health Promotions Manager/Green Prescriptions Area Manager at HealthWEST PHO. 1999 Fitness Leader of the Year. Degrees in Dietetics and Sport & Recreation. Executive member of Fitness NZ for six years.



Session: GRx, PHO's & REPS = SYNERGY
How Green Prescriptions, Primary Health Organisations, Fitness NZ and REPS registration all fit together to provide healthier communities

Learning outcomes: Knowing what a Green Prescription is, knowing what a PHO is, knowing how being FitnessNZ & REPS registered can help in building relationships between the health industry and the fitness industry.

Technical Level: *
Prior experience required: *
Session Type: Lecture
Category: Government
 Note: This session is run together with 'Green Prescriptions Eight Years On'

JUSTIN TAMSETT (Australia)

Sponsored by Bliss Fitness

Profile: Part of the fitness industry since 1988 as a gym instructor, personal trainer, sales and club manager. Now the owner of Active Health Club and Director of Active Management, Justin consults to many clubs helping design marketing plans and material. He is the facilitator for the Australia/NZ Fitness



Round Table program, working to help clubs increase profitability. As a previous Vice-President of Fitness Australia and inaugural President of FitnessNSW, he has a passion for providing quality facilities so more of the population use exercise to get healthy.

Session1: Forming the Ultimate Team of Professionals

Many believe your people are your greatest asset. For a great business you need to have the right people in the right seats in your bus. Learn an extensive interview process that will increase your chance of employing the right people. You will receive a complete process including: application forms, interview questions and interview format that will increase the odds of selecting the right people. Plus it will help set the culture of your organisation, should your applicants be successful. This session is critical for anyone that employees people.

Technical Level: **
Prior experience required: *
Session Type: Lecture
Category: Club Business

Session2: Retention Strategies

Remember the basics? We all forget them and often need a reminder! This fast paced session will remind you of successful customer service strategies guaranteed to boost your retention. You will receive practical examples of the strategies and a plan of how

and when to use them. You will leave this session with a tool box of strategies that you can put into the place the very next day and see the benefits immediately.

Technical Level: *
Prior experience required: *
Session Type: Lecture
Category: Club Business

LEANNE MCKENZIE

Profile: Leanne McKenzie is one of Christchurch's top spin instructors, Leanne has been involved in teaching a variety of group exercise programmes for 11 years. Leanne is currently works as a recruitment consultant for Hudson accounting and finance and is passionate about spin.

Session: Advanced Teaching Techniques
This amazing energy filled session will provide you with teaching techniques over and above your regular spin classes. Learn 10 new techniques to take your class from good to great.

Learning outcomes: increase motivation, 10 new teaching techniques, ability to apply music to specific spin tracks.

Technical:***
Experience required: **
Session Type: MasterClass
 Group Exercise

DONAL CARR

Profile: An assistant faculty member to the C.H.E.K Institute, he has been working as a personal trainer for over 15 years, and a C.H.E.K Level 3 and CHEK Nutrition & Lifestyle Coach. D



Donal runs his own business in Sydney as a Nutritional Lifestyle Coach helping clients to achieve their goals with a holistic approach to post rehab and sports conditioning.

The PT Training and Development Manager for Fitness First Australia, he runs workshops and lectures for over 1100 personal trainers nationally. Donal has been presenting for over five years and has a consultancy business where he regularly speaks to corporate networks on a wide variety of topics in the Health and Fitness industry. Donal is also an internationally qualified GRAVITY Trainer, specialising in GRAVITY Personal Training.

Session 1: The Ultimate Instrument

Once in a while a revolutionary training tool changes the shape of the industry. With over 16000 different positions on offer, learn how to create stable, strong and powerful shoulders that are highly adaptive with an arsenal of new exercises from the beginner to the elite level. This is guaranteed to open your eyes to new possibilities.

Learning outcomes: Learn how to use a brand new functional tool.

Technical Level: **
Experience required: *
Session Type: Workshop
 Exercise / Nutrition

Session 2: 3D Movement Patterns

This dynamic workshop will challenge your body and mind to new heights. The concepts developed by Gary Gray using 3D movement patterns have been used in the industry for over 10 years; Donal has been using these concepts with clients to achieve amazing results. When Donal arrived in Australia he presented a workshop in the network convention on this topic. These concepts have now become more mainstream in the US; they are used widely by strength and conditioning coaches and rehabilitation specialists.

Learning outcomes: This dynamic workshop will challenge both your body and mind to new heights.

Technical: ***
Experience required: **
Session Type: Workshop
 Exercise/Nutrition

Presenters & Sessions (page 2 of 6)

Session 3: Flexibility and Foam Rolling

There are many techniques for flexibility learn some unique and different approaches to achieve functional flexibility. Covering some of the ground breaking approaches by Gary Gray, Greg Roskopf, Chuck Wolfe, Michael Clarke, Paul Chek and also his very own experiences that he has picked up along the way. He will also look at one of the most unique ways to do self myofascial release foam rolling. He will go through the do's and don'ts and how to get the most out of this wonderful tool. Bring your brains!

Learning outcomes: New flexibility techniques

Technical Level: ** Experience required: *
Session Type: Workshop Exercise/Nutrition

Session 4: Five Star PT Service

Are you giving 5 star service? Does your client want 5 star service? Why do people fly business class and stay in 5 star hotels? These are all questions that you need to ask if you are in the service industry. Donal will give you some of the tips the industry uses to provide clients with a 5 star service. Topics that will be covered are: Motivation, Communication, Client rewards, Profiling, Goal Setting, Empowering Clients, and many more. You will go over what you need to stop doing, start doing, do less or and do more of. This is a clients service workshop that will polish your business and give your clients the silver service that they have always wanted!

Learning outcomes: Get positive results from efforts you are putting into your business.

Technical Level: * Experience required: *
Session Type: Lecture Category: PT business

Dr BEVAN C GRANT

Profile: For the past couple of decades Bevan has been teaching and researching about ageing, and in particular the role and meaning of physical activity in later life. Much of his research endeavours to interpret how older people make sense of their day-to-day experiences, and the relationship between (in)active living, health and well-being.

He is involved with a number of organizations (e.g. Age Concern, Regional Sports Trusts, Gerontology Association). To assist his own ageing process Bevan suffers the occasional gym workout, cycles the roads of Waikato, and wanders river valleys in search of a trout to accompany a cool glass of Kiwi white wine.

Session: Active Ageing in an Ageing Population.

Learning outcomes: To better understand some of the challenges associated with promoting and supporting older people adopt and maintain a physically active lifestyle.

Technical Level: * Experience required: *
Session Type: Lecture Category: Mind Body

SANDY LEO

Involved in the fitness industry for over 24 years. She is passionate about empowering leadership and wellness, and is the Group Fitness Co-ordinator at Glenfield Leisure Centre, teaching Les Mills programmes and GRAVITY. She has worked with Wendy Sweet's 'One-on-One' program and Paul Chek, leader and forerunner of functional, holistic exercise. She is an internationally qualified GRAVITY Trainer, a qualified PT and certified Pilates Instructor (Pilates Inst. UK & Pilates Moves AUS), a CHEK Golf Biomechanic and CHEK Nutrition and Lifestyle Coach Level 2.

Session: Gravity (see Schedule at a Glance Sunday bonus)

ANTHONY FONG

Profile: Since graduating from the University of Liverpool with a Masters degree in Exercise & Nutrition Science, Anthony has worked within the fitness industry overseas and in New Zealand.



In the sporting arena, Anthony has worked with South African Rugby, New Zealand Rugby League, Hurricanes Rugby & Basketball New Zealand. Corporate clients include the Northern Club, ASB and Chelsea Sugar.

As an Exercise & Massage Therapist, Anthony has lectured at Unitec, AUT, New Zealand Rugby League Academy and Coaching New Zealand. Recently Anthony developed the Back 2 Basics Back Care Clinics at YMCA.

Session: Back 2 Basics Back Care Clinic This fun, interactive course is designed to educate and assist those with back conditions, through the use of stretching, core conditioning, swiss balls, partner stretching, massage and relaxation techniques.

Learning outcomes: Learn how these techniques can be of benefit in the office (postural alignment), on the sports field (injury prevention) and for everyday freedom of movement (flexibility).

Technical Level: * Experience required: *
Session Type: Master Class Group Exercise

JOHN MCKENZIE

Profile: John is a world class highly sought after professional presenter, motivational speaker and indoor cycling coach and instructor. As New Zealand's leading specialist indoor cycling instructor he has presented highly successful workshops and master classes throughout New Zealand and at Filex. He competes on his road bike outdoors and has presented television programmes for some of NZ's major cycling and multi sport events.



Runs his own marketing communications company enthuse ltd and is a director of revolution fitness training systems (indoor cycling training).

Session: Earn your recovery!

A session that will produce real fitness results. Make your classes world class by working your participants through specific exertion levels in a fun and challenging way. Learn how to structure classes to maximise performance and motivate participants so they have to earn their recovery. Based on cycle specific cadence and resistance, this session will give you tangible easy to follow principals and techniques you can easily incorporate into your own classes to take them to the next level.

Learning outcomes: Understanding of 4 zones to work in, Structure for a world class indoor cycling session. New ideas!

Technical Level: Experience required:****
Session Type: Master Class Group Exercise

BRONI McSWEENEY

Profile: REPs Registered, Cert F.I.T, LLB. 10 years experience as a Personal Trainer, Gym Instructor and Group Exercise Instructor, Broni comes with a wealth of ideas, which simply require a bit of the 'FISH' attitude to implement.



Broni was Personal training coordinator at 2 City health clubs, where she helped double the number of Trainers.

She was also the 'WOW coordinator' at those clubs! Now a Body Training and Exercise Science Tutor with the Christchurch Circo Arts School, as well as a Fitness Consultant and the organizer of the monthly Catch Fitness Seminars Broni's sessions have been described as highly motivational and inspirational.

Session: A new opportunity for PTs

Wouldn't it be fabulous to have a client that paid you in your down time to pursue projects of your choice, and, which helped market your business! This seminar looks at how to turn your fitness centre into an ideal client. Develop win win services and effective proposals that the owners of your centres won't be able to say no to and which will help set your business ablaze with success.

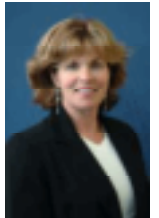
Learning Outcomes:

- 5 reasons for personal trainers to turn their club into their client
- 10 services PTs can provide to their club
- how to develop win win proposals to their club
- ideas on retaining a stake in what is created

Technical: Experience required:****
Session Type: Lecture Category: PT Business

LEANNE POWER

Profile: Leanne is a passionate supporter of Group Fitness and has instructed a wide variety of classes for 20 years. she is the Group Fitness Manager for Pro-fitness in Christchurch, managing 40 staff and overseeing 16 different Group fitness programs across the two large clubs. In addition Leanne presents for the NZ College of Fitness in both Christchurch and Auckland on Group Fitness related topics.



Currently setting up her own business with two other colleagues to train up Group Fitness Instructors.

Session: Step Funtastic

This awesome step session will not only give you useable choreography to incorporate into your classes from tomorrow, but will also teach you ways to ensure you always have plenty of options to cater for all the different levels of ability and fitness within your class. The emphasis is on Fun and getting a great workout as well as the moves.

Learning outcomes: New choreography ideas, how to offer options for all different levels of participants and keep everyone happy. To ensure class formats have a cardio element not just choreography.

Technical:* Experience required:****
Session Type: MasterClass Group Exercise

SALLY STANTON

Profile: Born in the UK and moved to Bermuda at the age of 21. It was there that she became involved in the fitness industry training 4-5 days a week. In 1994 she certified as a Sports Nutritionist and Aerobics Instructor with AAAI/ISMA. In 1997 Sally moved to New Zealand and has since become a Les Mills Instructor teaching BodyStep and BodyPump. She has trained at the AUT and Certified as a Personal Trainer. She has become a Certified BOSU Integrated Balance Trainer, and New Zealands first BOSU Master Trainer. Recently, she qualified as a Boxercise Instructor in the UK.

BOSU: Integrated Balance Training & Total Body Workout

Are you looking for variety and new challenges for your clients? This fun filled class is guaranteed to give you a full body workout with practical, functional take home skills. Valuable for groups or one-on-one clients.

Learning outcomes: Discover new practical ways to make functional balance training BOSU? workouts challenging and fun for everyone you teach and train!

Technical Level: ** Experience required: *
Session Type: Master Class : Exercise/Nutrition
Maximum 20 participants

Technical Level
* = Low
** = Intermediate
*** = Advanced

Prior Experience
* = None/low
** = Intermediate
*** = High

Presenters & Sessions (page 3 of 6)

EMMETT WILLIAMS (Australia)

**Sponsored by
Creative Fitness Marketing**

Profile: Emmett Williams a partner in the international marketing firm, Creative Fitness Marketing. Emmett is also an international presenter in the health & fitness industry, and has a passion for small business marketing.



He uses examples from all industries when presenting, and sprinkles in lessons from the clubs he has worked with from UK, Australia, NZ & USA.

Session: Strategic Marketing for the independent operator

Learn how to use the strategic marketing tools that the big companies use. Ensure you compete on a level playing field.

Learning Outcomes: Understanding of the consumer buying process, the product life cycle, and product positioning strategies.

Technical Level: **

Prior experience required: ***

Session Type: Lecture

Session Category: Club Business

JEAN SCOTT

Profile: Currently working from her own personal training studio, Jean has an extensive and varied fitness career. Highlights include: Running her own PT business at Les Mills Christchurch for eight years, managing a fitness facility for 10 years. Involvement in the NZFBB committee since 1996, and a national body building judge.



Jean was awarded the Progyym south island personal trainer of the year at the FitnessLife awards in 2005, and runner for the South Island in 2006. Jean was a trainer for Les Mills in both RPM and Body Pump for 5 years; currently part of a travelling presenting team for quarterly workshops around NZ. Presented numerous seminars on the topics of bodybuilding, body shaping getting active and wellness in general.

My thoughts on life: there is not a thing we are not capable of in life it is only the fear of committing to it that will stop us. Live life with passion and to the full, have no regrets, be honest and true to yourself. Make a difference in the lives of others.

Session: Keep the life in your PT Business

Ideas and tips on how to keep the life and passion in you PT Business just by putting yourself out there and being yourself

Learning outcomes: Information to help stimulate and extend existing PT beyond the first years

Technical Level: *

Prior experience required: *

Session Type: Lecture

Session Category: PT Business

IAN O'DWYER (Australia)

**Sponsored by PtontheNet.com
and OD on Movement**

Profile: Ian O'Dwyer is the owner of Fitness Personally; a PT studio in Noosa Heads Qld. He also presents internationally for PtontheNet.com; the worlds largest educational website for health and fitness professionals.



These opportunities have enabled Ian to work with and learn from some of the world's best. Sharing worldwide the current science and research and also his experiences of working hands on with clients. Ian's knowledge and experience of functional movement and how to improve it has seen him work with people across the board; the active, sedentary, chronic and the elite. Ian's results have shown the common element is FUNCTION; improving function enables them to move, feel and perform better.

Session: The Essentials Of Function

An interactive workshop looking at traditional exercise and programs and where do they fit into functional training. Is there any carry over from traditional exercise into functional movement and everyday activities? This workshop will introduce trainers to the most up to date philosophies and practical exercises being practiced by the leading health and fitness professionals. Are you ready for change??

Learning outcomes: Leave with a better understanding of the components required to implement a more functional lifestyle. Trainers will see and experience practical hands on exercises and movements they can apply in their next session.

Technical Level: **

Prior experience required: **

Session Type: Workshop

Session Category: Exercise / Nutrition

NB: This workshop is 3.5 hours long.

BRENDON TOD

Profile: A leader in the Exercise Rehabilitation field, owning and Operating 2 of Wellington's Premier Injury Rehabilitation Clinics. Brendon places value on providing a holistic and integrated approach to helping clients break through their comfort zones and to strive towards their full potential. An expert in Human Movement, Exercise Prescription and Physical Enhancement through Nutrition/Lifestyle Adjustment; Brendon guides clients towards their rehabilitation and wellness needs using a combination of corrective exercise, physiological stress management, lifestyle adjustment and mind-body techniques. Brendon has an extensive interest in meditation, martial arts, and mind-body linkage techniques. Incorporating concepts from these disciplines into his programming has led to unparalleled results and outcomes.



Session: MindBody Concepts, Exercise Prescription and Stress Management for Fitness Professionals

An in depth look at the latest stress management and mind body concepts, with an emphasis on physiological implications and the effects of appropriate exercise prescription.

Learning outcomes:

- Understand the physiological and musculoskeletal implications of stress, emotions and thought patterns.
- Develop an understanding of how emotions contribution to poor posture and muscle imbalance
- Learn how high stress levels can lead to clients not achieving aesthetic goals
- Learn how to assess a clients physiological stress load
- Discover how to prescribe appropriate modes of exercise for clients with high stress loads
- Use of different tools that you can use with clients to assess and manage high stress loads

Technical Level: **

Prior experience required: **

Session Type: Workshop

Session Category: Mind/Body

REECE ZONDAG

CEO, Les Mills

With 25 years in the fitness industry, Reece Zondag comes from a knowledgeable position when talking about exercise and fitness. Starting as an aerobics instructor and working the gym floor, he moved into management in Australia, eventually opening his own small club in Queensland in 1989.

In March 1995 he became Les Mills' Wellington club manager and has been CEO of Les Mills New Zealand since 2002. Working closely with Phillip Mills, Reece's responsibilities include focusing on how to improve the lives of more New Zealanders – a philosophy that he is passionate about for the future of the country.



GUY NEEDHAM

National Marketing Manager, Les Mills

With an 18 year history of media, sales, marketing and consumer research, Guy Needham is more than aware of the role organisations play in shaping society. With a diverse background ranging from radio broadcasting to international marketing for a private gold mint, he chose to be part of the fitness industry when he saw the real potential to improve peoples' lives.

Part of Guy's role is actively researching global developments, future scoping New Zealand's geo-demographic and societal trends, profiling emerging patterns of behaviour and analysing the strategic implications of operations upon consumers and society in general.

Session: Another Inconvenient Truth (Reece Zondag and Guy Needham)

Every day we see increasing signs of Globesity. Doctors now need longer needles to penetrate thicker layers of fat, today's women's size 10 was sold as a size 14 in the 1940s, airline seat widths are increasing, liposuction has become the most commonly performed cosmetic surgical procedure in the U.S and in NZ 24% of our youth are clinically obese. The answer however, doesn't just lie in a pill that reduces our appetite or labelling of calories or laws that ban certain types of advertising. The answer lies with us and others to address locally what is fast becoming a global pandemic. In this session Reece Zondag and Guy Needham present the scale of the problem now facing us – both societal and economically – and poses the challenge of what we, as an industry, should be doing about it; how we can best get government agencies, health boards, insurers on board to join us in the battle; and how you, as a gym manager, can walk out of this session today and start shaping tomorrow's New Zealand.

Technical Level: *

Prior experience required: *

Session Type: Lecture **Category:** Club Business

Technical Level

* = Low

** = Intermediate

*** = Advanced

Prior Experience

* = None/low

** = Intermediate

*** = High

Presenters & Sessions (page 4 of 6)

JOE WAIDE (Australia)

Sponsored by Poleabout International Education Network

Profile: Joe Waide was awarded Network's Australian Personal Trainer of the Year in 2004, and Queensland's Fitness Professional of the Year in 2004 and 2005. He is co-director of the Poleabout International Education Network (P.I.N.)



Specialises in global education and is the owner of Inspire Personal Training in Brisbane

Session: Pole Walking: four feet fitness

How to get people pole walking over and over-either in groups or for individual health and fitness personal training sessions, gain more clients through diversifying your PT base and increase your repertoire of skills by getting more people moving in the community. Inspire them to pole walk and look at all the clients you have been missing out on.

Learning outcomes: Understand the physiological benefits, why there is a demand in the community for pole walking and to see how you can increase your personal training base with clients outside the 4 walls.

Technical Level: ★

Prior experience required: ★

Session Type: Workshop

Session Category: Exercise / Nutrition

Max. 15 attendees Session runs 60-75 minutes

Dr ANNEMARIE JUTEL

Profile: Annemarie Jutel is a registered nurse with a PhD in Physical Education. Her research focuses on social factors which compel people to lose weight rather than assume healthy lifestyles. She has published internationally in such journals as Social Science and Medicine, Perspectives in Biology and Medicine, and Social Semiotics.



She is a principal lecturer at Otago Polytechnic, teaches Evidence Based Practice in the Schools of Nursing and Midwifery, and in the Graduate Diploma in Physical Conditioning.

Session: Evidence Based Practice: What Can the Fitness Industry Learn?

How do we know that we are giving our clients the best possible advice? What approaches are most likely to provide optimal results? In commercially driven industries, there is a risk that the systems we end up using are those with the best marketing strategies, rather than the best evidence. To achieve our goals of leading our clients to health, fitness, and even high performance, we could follow the example of the health professions, and look at the lessons of Evidence Based Practice (EBP). Described as a systematic way for locating and assessing information for practice, EBP involves understanding hierarchies of evidence and techniques for both locating and appraising the best possible evidence to support our practice. In this presentation I will introduce the concepts of EBP and suggest how it can be effectively applied to the fitness industry.

Learning outcomes: An introduction to:

- locating information to inform our practice
- appraising information + relevance to our clients
- recognizing pressures which distort information
- acknowledging the hierarchy of evidence.

Technical Level: ★★ **Experience required:** ★

Session Type: Workshop

Session Category: Exercise/Nutrition

EMILY MIAZGA

Profile: Emily Miazga is a Canadian-born turned Kiwi. She was the women's winner of the 2006 Speight's Coast to Coast Longest Day and is the Creative Director of Em's Power Cookies and Nutrition Fit Nutrition Consulting. Holds a Master's degree in Clinical Nutrition/Dietetics.



Is a current member of the American Dietetics Association.

Practiced as a Clinical Dietician in the US before leaving to travel, becoming an elite multisport athlete in NZ. She lives in Sumner, Christchurch with her husband Mitch, where she is working on her businesses while training for the 2007 Speight's Coast to Coast.

Session: 1 Reaching High Down Under

Inspirational story about Emily Miazga's lead up and arrival to NZ on a whim to race the 2004 Speight's Coast to Coast. Told in a casual and funny manner, Emily details the events leading up to her (daunting) encounter with multisport and subsequent residency and business start-ups in NZ. Punctuated by personal anecdotes, adventure-mission accounts, and travel-story asides, this is an entertaining and light-hearted story that will leave the audience smiling inside and out.

Learning outcomes: Motivation, inspiration and perspective.

Technical Level: ★

Experience required: ★

Session Type: Lecture **Category:** PT Business

Session2: Fad Diets in the Fitness Industry

An overview of the different types of fad diets, why they are so attractive, and their influence in the fitness industry. This session will detail the guidelines for evaluating diet or diet claim validity, and how to convey this information effectively, legally and ethically to your clients.

Learning outcomes: Learning overview about diet basics, human metabolism and physiology. PT nutrition scope of practice and proper tools and effectiveness in conveying this information to clients.

Technical Level: ★★

Experience required: ★

Session Type: Lecture **Category:** Exercise / Nutrition

Session3: Ultimate Training Nutrition for Strength Athletes

Details outlining the metabolism of strength exercise and nutrition required for pre-training fuel and post-training recovery, as well as nutrition during downtime phases between workouts. Hormonal involvement and maximizing nutrition potential for gaining lean muscle mass will be emphasized.

Learning Outcomes: Education around nutrition interactions with exercise physiology and applying this information to strength athletes.

Technical Level:★★ **Experience required:**★★

Session Type: Lecture **Category:** Exercise / Nutrition

WENDY SWEET

Profile: Wendy Sweet is well recognised in the NZ fitness industry, having mentored and developed many of the industry's leading presenters and trainers. Having developed and evolved the first large gym-based personal training system in the world.



Internationally recognised as a 'Trainer of the Trainers'. Having a background as a Registered Nurse and a Degree in Physical Education, Wendy drives the concept of not just fitness but health and well-being and now has many corporate companies that she consults to. She has also recently completed a Post-Graduate Certificate in Health Promotion, and now has lecturing positions in health, fitness and well-being at both AUT and Waikato University.

She continues to consult to the NZ and Australian fitness industries, and sits on the executive of REPs and was an integral player in its development.

Session 1: Understanding Weight Loss and Transformation Challenges for the New Member Market

Understand the physiological and psychological science behind short-term weight loss programs.

Learning outcomes:

1. the physiology of short-term fat-loss.
2. the principles associated with behaviour change.
3. how to structure their transformation challenge for optimal success - both short-term and long term.

Technical Level: ★★ **Experience required:** ★★

Session Type: Lecture **Category:** Exercise / Nutrition

Session 2: Corporate Health and Well-being: Understanding stress, burn-out and fatigue management for corporate clients

This is a must-attend session for all trainers and instructors who work with corporate clients. You will discover the science behind corporate stress and burn-out as well as understand how to assist your corporate clients to manage stress, burn-out and increased cortisol levels so they get the performance results they desire.

Learning outcomes:

1. How to recognise stress and burn-out
2. The science of stress and burn-out and why the right type and amount of exercise is critical for early success
3. How to lift your game as a trainer and help your clients to change the behaviour on a daily basis

Technical Level: ★★ **Experience required:** ★★

Session Type: Lecture **Category:** Exercise / Nutrition

GREG DOHERTY

Profile: C.H.E.K. Practitioner Level 3, CHEK Nutrition & Lifestyle Coach Level 2. As the director of Highest Quality Health & Fitness for ten years offering functional fitness education and supporting products, Greg is passionate about empowering others to higher skill and delivery of excellent service in the fitness profession.

Session: Incline Plane Training - The Future of Personal and Group Strength Training

(Greg Doherty & Donal Carr - see profile page 1)

Greg explains the background and benefits of using incline plane training; the Tri Plane advantages, and the benefits for the personal trainer and fitness facility director, to increase value of training offered to clients, and how to leverage that into increased income for the professional.

Personal Trainers can effectively and efficiently train multiple clients. See how this type of training is delivered in an interactive fashion.

Learning outcomes: How to use Incline Plane Training to train multiple clients and increase revenue.

Technical Level: ★

Prior experience required: ★

Session Type: Workshop **Category:** PT business

SUZI NEVELL (USA)

A qualified physiotherapist with 16 years experience. A senior worldwide presenter for the Chek Institute. The Chek Institute teachings are based on the principles of corrective high performance exercise kinesiology. During this time she has also worked in the United States with extreme sports legends such as surfer Laird Hamilton and skateboarder Danny Way. Her practice in New York includes some of that city's most successful business people as clients. She now splits her time between New Zealand and America working as a consultant in both countries.

Session: Balancing the Autonomic Nervous System Through Exercise

Your autonomic nervous system (ANS) is an ancient system that developed after the hormonal system. In this informative lecture, Suzi gives a functional description of the workings of ANS. You will learn about the intimate links of the ANS, hormonal system, and diet and exercise and catabolic/anabolic cycles. Those attending this lecture will be better informed as to how to select exercises to improve ANS function for overall health and wellbeing, which are prerequisites to long term sports performance!

(More details on this session soon)

Presenters & Sessions (page 5 of 6)

THE RADICAL FITNESS TEAM

PHOENIX DIXON (Australia)

Phoenix has been a GF instructor for 5 years. His natural talent and stage charisma saw him progress quickly through the ranks and he delivered his first international GF video in 2003. Now based in Sydney he is a Director of Radical Fitness Oceania and the Head Master Trainer. Make sure you experience Phoenix Live.



TERESA ELLWOOD

Teresa has been a role model instructor and trainer for many years. Teresa is a power house of energy, and dynamic skill. Her ability to delivery passion and excitement through her delivery is inspiring to all. Teresa has been an integral part of Radical Fitness Oceania since inception. Teresa is based in Auckland and is one of RF's top Master Trainers.

RUTH PIRIHI (Australia/NZ)

With over 25 years experience in the Fitness Industry Ruth brings a legacy of experience and success to the stage. Dance style classes have been her area of expertise since the early 90's. This experience led her to create and develop BodyJam for Les Mills International. Now Ruth is based in Sydney where she is the Managing Director of Radical Fitness Oceania.



Ruth

Arlene

ARLENE THOMAS HEWITT

A household name in NZ as we all remember the World Aerobic Champion who dazzled the competitive stage in NZ and Internationally for over 10 years. Arlene has an extensive free-style background and delivers GF education in Wellington. Arlene sees the value in the RF programs and has joined the crew as a Master Trainer and presenter. Don't miss the opportunity to experience X55 with Arlene!

ANGELA AND DAVID BROWN

David and Angela Brown have been in the fitness industry for many years as free-style instructors, competitors, personal trainers and choreographers. They are the directors of Radical Fitness in NZ and bring their talent and skill to Oxigeno as Master Trainers.

JOHN WATERS (Australia)

Profile: John Waters is a Sydney based Master Trainer for Radical Fitness, and one of the top PowerFit presenters. His dynamic personality and cheeky wit adds up to a memorable experience for all.



Note: All radical fitness master classes:
Technical Level: **
Prior experience required: **

MASTER CLASSES

Session: Top Ride (Teresa Ellwood)

Top Ride is a new and exciting cycle program that has been designed by Radical Fitness. It has 3 different rides that can be added to your timetable to give variety and added training effects.

Learning outcomes: Participants will have an awareness of the versatility of Top Ride and how it can add value to your GF timetable. Participants will be given a training session at the end to explain the benefits the program has to offer.

Session: Fight-Do 18 Radical Fitness

*(Phoenix Dixon & Teresa Ellwood)
Fight-Do is a Martial Arts based GF program designed by Radical Fitness. Fight-Do is adaptable so you can adjust the program to suit your participants. After Fight-Do 18 there will be a technique and choreography session delivered by the Master Trainers.*

Learning outcomes: Participants will experience the power and excitement that is Fight-Do. They will see how simple choreography will lead to an exciting GF experience.

Session: Ritmix 9 (Ruth Pirihi)

Ritmix is the ultimate in dance experience!! Simple, fun and full of surprises Ritmix will create smiles, sweat and lot's of hip shaking for all!! There will be a technical breakdown and movement session at the end.

Learning outcomes: Participants will experience a dance class that really is simple and has participants feeling able to move. Emphasis is on musical interpretation and delivering with dynamics and various styles of communication.

Session: X55 (Arlene Thomas Hewitt)

Master Class of the latest X55 release by Radical Fitness. X55 is the revolutionary conditioning class that utilises a step top and hand weights.

Learning outcomes: Participants will experience a great program that targets and isolates specific muscle group groups. Movement and adaptation breakdown after Master Class.

Session: Kimax (Phoenix Dixon)

Kimax is a free standing boxing and kick boxing program designed by Radical Fitness. Kimax utilizes fantastic music and a great structure to give you and intense and simple work out.

Learning outcomes: Participants will experience a well structured and motivating format and will be given a technique session prior to the start of the class.

Session: Oxigeno (Angela Brown, David Brown, Arlene and John)

Oxigeno has been created and developed for Radical Fitness by Michael King of the Pilates Institute in the UK. The program is based on dynamic free flowing movements and follows the course of the day and night. A beautiful and serene experience.

Learning outcomes: Oxigeno gives a whole new meaning to 'mind body', it will allow participants to get lost in the music and to really experience dynamic stretching. A technical session will be delivered at the start of the session so that participants will understand their journey.

Session: Powerfit (John Waters and Teresa)

Powerfit is the most versatile barbell and fitness class designed today. It works around a three barbell sections that are in tri-series and has two adaptable and optional cardio blocks interspersed. Gone is the boredom of lengthy single muscle group tracks that drag on and on. Powerfit is the barbell and fitness class of today.

Learning outcomes: Participants will be experiencing a fresh approach to barbell classes. They will have a session at the end of the Master Class to explain the program options.

THE BUSINESS OF GROUP EXERCISE

Session: How to fill your GF Studios (Ruth Pirihi)
Analyse the current weaknesses that are the common thread of Group Fitness (GF) Studios that are not performing. From there participants will be led through 'key to success' for GF in their clubs.

Learning outcomes: Participants will be able to analyse the weaknesses of their own GF Departments. They will be given simple tools, ideas and examples to turn these weaknesses into strengths.

Technical Level: **

Prior experience required: **

Session Type: Workshop **Category:** Club Business

JENI PEARCE

Sponsored by New Zealand Potato Growers Association

Profile: Jeni Pearce is one of New Zealand's leading nutritionists and dietitians. New Zealand Registered, Dietitian, Sports Science New Zealand accredited sports nutritionist and dietitian Level 3. An acknowledged authority in sports nutrition, Jeni is well known for her private clinics, books, public lectures and media commentary. Jeni has been involved at the highest level of sport as a nutritional advisor to New Zealand's Olympic and Commonwealth Games team's, America's Cup, the New Zealand Rugby Sevens (and many more!). She continues her academic interests by lecturing at the University of Auckland and is in demand as a keynote speaker at conferences.

MELISSA MOON

Profile: NZ's double world mountain running champion and winner of 21 NZ athletic titles. Melissa resides in Wellington and is a teacher.

Session 1 (Jeni Pearce and Melissa Moon): The Speed of Carbohydrates

Hear from how carbohydrates can enhance your performance from World Mountain running champion and a leading sports nutritionist.

Learning outcomes: Attendees will have the myths about carbs dispelled. They will learn about fast and slow carb, high GI and low GI. By the end of the session they will know carbs provide fuel for muscles and the brain!

Technical Level: *

Prior experience required: *

Session Type: Lecture

Category: Exercise / Nutrition

Note: This session is 60 minutes

Session2 (Jeni Pearce) : Top tips to know and use for personal trainers:

Ten tips that personal trainers will be able to take away and use to enhance performance and health.

Learning outcomes: Identify great tips for health and performance to increase their knowledge and expertise in the area of sports nutrition.

Technical Level: **

Prior experience required: **

Session Type: Lecture

Session Category: Exercise / Nutrition

Technical Level	Prior Experience
* = Low	* = None/low
** = Intermediate	** = Intermediate
*** = Advanced	*** = High

Presenters & Sessions (page 6 of 6)

PETER MELLOW

Profile: Peter Mellow has worked in the fitness industry for the last 20 years. Aerobics/gym instructor, gym manager, personal trainer, you name it, he's done it! More recently Peter has been training fitness industry staff at AUT. Recently Peter has achieved the following awards:



- 2004- Named as a flexible learning leader in New Zealand
- 2003- Apple New Zealand Outstanding Tertiary Educator Award
- 2002- Lifetime achievement award for contribution to the health and fitness industry
- 2001- Distinguished teaching award from AUT

A charismatic and motivational speaker, Peter will energise and entertain you with his experiences from the wonderful world of fitness.

Session: A philosophy of Fitness: Things we think but do not say.

Come for a walk, hand in hand, through fitness land and share an exciting session that will leave you laughing, energised and enthused! Explore the reasons why we are involved in the wonderful industry that is 'fitness' and learn what some famous philosophers have said about fitness.

Learning outcomes: Reflect on why they got involved in the fitness industry. New motivation and energy towards their future directions in the fitness industry. Add another dimension to their training of their clients by sharing their philosophy of fitness.

Technical Level: *

Prior experience required: *

Session Type: Lecture **Category:** Mind Body

Dr ROBBIE PARKER

Profile: Currently Robbie is Departmental Head, Children's Hospital Institute of Sports Medicine (CHISM), The Children's Hospital at Westmead, Sydney Australia. Robbie is also an Honorary Associate, School of Molecular and Microbial Biosciences, Faculty of Science, The University of Sydney. Over the last 5 years, Robbie has presented over 70 papers dealing with Fitness Industry issues at International Conventions in 10 Countries as well as presenting at numerous International Conventions around Australia. Robbie is currently Vice-President of Fitness NSW and an independent Director of Fitness Australia. In 2000 Robbie was awarded the Australian Fitness Network National Lifetime Achievement Award for contributions to the Australian Fitness Industry.

Session: Role of exercise and dietary interventions on weight loss and wellness in obese adults

In this fascinating presentation, the latest information from the recent International Conference on Obesity will be presented on the role of different exercise interventions and diet on weight loss and wellness. Exercise amount, types and intensity will be discussed in the context of weight loss, central obesity and cardiovascular risk comorbidities.

Learning Outcomes: An understanding of the role of exercise and diet on health and wellness separate from weight loss and reduction in waist circumference

Technical Level: **

Prior experience required: **

Session Type: Lecture

Category: Exercise / Nutrition

DAVE LIOW

Sponsored by CEF

Profile: The current physical conditioner for NZ men and women's golf. Dave is also the head trainer of the three times world champion Blacksox (NZ softball team). He has trained hundreds of Olympic and World Champion athletes over his career. He was a senior lecturer in exercise and now lectures through his company CEF. Dave also works privately with exercise rehabilitation clients and others who share his passion.



Session: It's time to get it on!

If you're a PT and find yourself constantly struggling to keep up with your paperwork, study, exercise and socialising with family and friends - you need systems! A practical workshop that will help you identify and develop systems you need to put into place to help free up your head space for doing more job more effectively and enjoying life more.

Learning outcomes:

- Identifying your value system
- Week planning skills
- Practical skills on how to help your business run more smoothly
- Ideas on managing your health

Technical Level: *

Prior experience required: *

Session Type: Workshop **Category:** PT Business

Session 2: Shoulder Problems in the Gym

Shoulders are one of the most common joints injured in the gym environment. This is a practical lecture on the 'dos', 'dont's', and 'watch outs' when training your upper body in the gym.

Learning outcomes: A framework for understanding shoulder mechanics Practical knowledge of safe gym exercise technique

Technical Level: **

Prior experience required: **

Session Type: Lecture **Category:** Exercise / nutrition

PETER MAGSON

Profile: Peter Magson is the Sports Scholarship Manager at Lincoln University. Peter has worked in South Africa and the United Kingdom. Peter and his team of Trainers look after the Athletic Performance development of 150 Sports Scholarship Students at Lincoln University.



Peter has worked with NZ Hockey and consults to many Provincial Sports Teams in Canterbury

Session: Guidelines for Training the Athlete.

A systematic approach for Personal Trainers in training their Athletes. An action packed session with lots of practical ideas to take away with you.

Learning Outcomes: Understanding the needs of training the Athlete. Some great practical examples

Technical Level: **

Prior experience required: **

Session Type: Workshop **Category:** Exercise / Nutrition

BRENDON ROPE

Profile: Trainsmartz Director and Training Consultant Trainsmartz is about people solutions. It incorporates staff development into HR practice and organisational development and TetraMap is a key tool in this initiative. Brendon is a qualified Adult Educator, an experienced training deliverer, and a Certified Tetramap Facilitator.



Brendon's employment history has been as a Client Liaison for Sprito (the Sport Fitness Recreation

Industry Training Organisation), HR and Training Development Manager at YMCA Auckland and has had other roles at Manukau Institute of Technology, Touch (rugby) New Zealand and Sport Taranaki all providing experiences to shape his philosophies on learning in the workplace context. Brendon has a passion to see people develop in themselves and in their roles. To achieve this Brendon identified that the biggest impact he can have is working within the operations of workplaces to create learning mechanisms and learning cultures to meet organisational goals.

"The one thing worse than training an employee and have them leave is not to train them and have them stay."

Session: "Why are you like that?" Tetramap: an adventure into the Nature of Behaviour

Tetramap is a cross-cultural training tool for better behaviour and performance in the workplace. The tool is a map that guides human capital development. Applying this tool is not rocket science. It is an elegant and powerful way to get people working more productively and collaboratively. Discover creative strategies for developing: yourself, your team, your organisation.

Learning outcomes: An understanding of their own behaviour and how it relates to the behaviour of others. This awareness improves interpersonal communication, develops team awareness and improves team performance.

Technical Level: **

Prior experience required: *

Session Type: Workshop **Category:** Club Business

MIKE WARREN (Australia)

Sponsored by Zento

Profile: An international presenter, trainer and consultant and the founder of Zento Group (www.zento.info)- Australasia's largest fitness industry sales and customer service training company working with hundreds of centres to select, train, motivate and mentor staff. He can be reached at mike@zento.info

Session 1: Powerful P.T @ P.O.S

This powerful presentation will lead you through the 7 simple steps to secure a committed personal training client. Whether you promote through your sales team or trainers the sales process needs to discover a prospects PT Hot Spots to be successful. Be empowered to just expect personal training sales, by following this step by step process and reap the rewards of committed clients, higher retention and fantastic cash-flow. This is a must do session for trainers, sales managers and sales staff who want to unlock powerful PT profits within their centre.

Learning outcomes: A clear understanding and skills to effectively sell personal training at point of initial sale.

Technical Level: **

Prior experience required: **

Session Type: Workshop **Category:** PT Business

Session 2: Empower your frontline to increase profit

*Why do so many centres fail at reception and cost you thousands of dollars in lost sales, clients and leads? We know that a clubs front desk is the hub of all incoming and internal activity, yet rarely focus on more than just the basic training. Discover the 5 key areas that will boost your profit through reception. Empower your team to take responsibility for prospects and members and seek out ways to convert them to raving fans. If you are a centre owner, manager or responsible for your clubs reception, this is a **do not miss** session that will guarantee you'll never look at your front desk in the same way!*

Learning outcomes: The critical steps to ensure all front desk staff are understanding and skilled in handling the needs of prospects and members for profit and retention.

Technical Level: **

Prior experience required: **

Session Type: Workshop **Category:** Club Business

Conference Booking Form

Important: This form can also be completed online - www.fitnessnz.co.nz/conference

If you are applying for a bulk discount then all booking forms must be sent to FitnessNZ together. Please complete this page for each attendee (feel free to photocopy this page).

Name: _____

Postal Address for Correspondence: _____

Daytime Phone number: (____) _____ Email address: _____

Facility or club you are based at: _____

Are you REPs registered: Yes No

Is the facility you work for a member of FitnessNZ? Yes Yes, Gold No
Unsure? Check online at www.fitnessnz.co.nz/clubcheck

Standard Price	\$499
Less Discount (tick all that apply)	
<input type="checkbox"/> REPs Registered Discount (\$100)	\$ _____
<input type="checkbox"/> Travel Subsidy (\$75 or \$150)	\$ _____
<input type="checkbox"/> Bulk discount (\$50 or \$100)	\$ _____
<input type="checkbox"/> FitnessNZ discount (\$50 or \$100)	\$ _____
<input type="checkbox"/> CFM/Zento BONUS subsidy	\$100.00

Total Subsidy/discount: \$ _____

Total Price to Pay \$ _____ *
(\$499 less total subsidy/discount).

Lowest possible price is \$99 if paid by 18th October.
Lowest price
19-26th October is \$199.
After 26th October only the \$100 REPs discount is available

See 'Pricing' page for details of discounts and subsidies.

Payment Options (please tick one)

- Please find enclosed a cheque for the total above
- Please charge my credit card (details below)
- I have put through a direct credit to your bank account, including my surname, first name, and city as references. Bank account for payment: 12-3011-0086800-00

Credit card details

Visa/Mastercard# _____ - _____ - _____ - _____

Card Expiry date: ___ / ___

Name on Card: _____

Signature: _____

Fax completed form to 0800-248-348 or Post PO Box 22-114 Christchurch
If you prefer to keep your brochure intact, photocopy this page before completing.

Once we receive your completed booking form (with payment) you will receive:

- Confirmation letter (bring this with you to the conference)
- Accommodation and travel details, including a map to get to the venue, map of AUT, and details of special rental car rates and shuttle bus offers.

