

# TOP TIPS

## For New Personal Trainers

### 1 GET CERTIFIED

Set yourself apart from the pack by proving that you know your stuff.

### 2 STAY EDUCATED

Keep up with new science and trends to provide your clients the best advice.

### 3 RETAIN CLIENTS

Getting new clients is important, but keeping them around is how you'll maintain your income and business.

### 4 MARKET YOURSELF

Get your name and business out there so new clients can find you.

### 5 RELATE TO YOUR CLIENTS

Build a good rapport to encourage trust and commitment.

