On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!®, a menu-driven database system. The INTERNET address GSA Advantage! ® is: GSAAdvantage.gov.

MULTIPLE AWARD SCHEDULE

FEDERAL SUPPLY GROUP: PROFESSIONAL SERVICES/FURNITURE & FURNISHINGS – FITNESS SOLUTIONS

Contract Number: 47QRAA20D0002

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov.

Pricelist current as of Modification # PS-0004 effective December 22, 2021.

Contract Period: October 4, 2019, through October 3, 2024

AEROBODIES

Aerobodies Fitness Company, Inc.
950 North Washington Street Suite 347
Alexandria, VA 22314
Phone Number: (703)-820-0217
Fax Number: (703) 820-0218
Web site: www.aerobodies.com
Contact for contract administration: Fran Dean Bishop
Email: franb@aerobodies.com

Economically Disadvantaged-Woman Owned Small Business 8(a) Certified Small Business Disadvantaged Small Business

GENERAL SERVICES ADMINISTRATION

BUSINESS SIZE: SMALL

Prices shown herein are NET
1 a. **Table of awarded special item number(s)** with appropriate cross-reference to item descriptions and awarded price(s):

<table>
<thead>
<tr>
<th>SIN</th>
<th>SIN Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>Management and Financial Consulting, Acquisition and Grants Management Support,</td>
</tr>
<tr>
<td></td>
<td>and Business Program and Project Management Services</td>
</tr>
<tr>
<td>713940</td>
<td>Fitness Center Management Services</td>
</tr>
<tr>
<td>812990</td>
<td>Personal Trainer and Aerobic/Cardio Class Leader/Instructor</td>
</tr>
<tr>
<td>OLM</td>
<td>Order-Level Materials (OLM)</td>
</tr>
</tbody>
</table>

1b. Identification of the lowest priced model number and lowest unit price for each special item number awarded under contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.

<table>
<thead>
<tr>
<th>SIN</th>
<th>Product Item Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>Training Subject Matter Expert/Instructor I</td>
<td>$77.05</td>
</tr>
<tr>
<td>713940 &amp; 812990</td>
<td>Fitness Center Coordinator (Full time)</td>
<td>$48.90</td>
</tr>
</tbody>
</table>

1c. **Hourly rates**: See Pricing Below

2. **Maximum Order**: $1,000,000

3. **Minimum Order**: $100

4. **Geographic Coverage (delivery Area)**: Domestic only

5. **Point(s) of production (city, county, and state or foreign country)**: Same as company address

6. **Discount from list prices or statement of net price**: Government net prices (discounts already deducted). See Attachment.

7. **Quantity discounts**: 3% for task orders between $300,000 and $500,000

8. **Prompt payment terms**: Net 30 Days. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

9a. **Notification that Government purchase cards are accepted up to the micro-purchase threshold**: Yes

9b. **Notification whether Government purchase cards are accepted or not accepted above the micropurchase threshold**: Yes, Government purchase cards are accepted above the micro purchase threshold.

10. **Foreign items (list items by country of origin)**: None

11a. **Time of Delivery (Contractor insert number of days)**: As agreed upon between Aerobodies & Agency
11b. Expedited Delivery. The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list.” Under this heading, The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery: As agreed upon between Aerobodies & Agency

11c. Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery: N/A

11d. Urgent Requirements. The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s representative to effect a faster delivery: As agreed upon between Aerobodies & Agency

12. F.O.B Points(s): Destination


13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s) are found in Federal Acquisition Regulation (FAR) 8.405-3.


15. Warranty provision: 30 DAYS ARO or in accordance with applicable Statement of Work

16. Export Packing Charges (if applicable): N/A

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro purchase level): yes

18. Terms and conditions of rental, maintenance, and repair (if applicable): N/A

19. Terms and conditions of installation (if applicable): N/A

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): N/A

20a. Terms and conditions for any other services (if applicable): N/A

21. List of service and distribution points (if applicable): N/A

22. List of participating dealers (if applicable): N/A

23. Preventive maintenance (if applicable): N/A
24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): N/A

24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g., contractor’s website or other location.) The EIT standards can be found at: www.Section508.gov. Full details can be found at www.aerobodies.com

25. Data Universal Numbering System (DUNS) number: 804917896  YLTRNDMMWM79

26. Notification regarding registration in System for Award Management (SAM) database.: Registered

<table>
<thead>
<tr>
<th>Item</th>
<th>SIN</th>
<th>Labor Category</th>
<th>Site</th>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
<th>Year 4</th>
<th>Year 5</th>
</tr>
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<tbody>
<tr>
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<td>Project Manager I</td>
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<td>$80.16</td>
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<td>4</td>
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<td>Both</td>
<td>$172.80</td>
<td>$176.25</td>
<td>$179.78</td>
<td>$183.37</td>
<td>$187.04</td>
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<td>5</td>
<td>541611</td>
<td>Executive Business Coach/Strategist</td>
<td>Both</td>
<td>$245.32</td>
<td>$250.23</td>
<td>$255.23</td>
<td>$260.34</td>
<td>$265.54</td>
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<tr>
<td>6</td>
<td>541611</td>
<td>Subject Matter Expert, Level II</td>
<td>Both</td>
<td>$197.48</td>
<td>$201.43</td>
<td>$205.46</td>
<td>$209.57</td>
<td>$213.76</td>
</tr>
</tbody>
</table>
CUSTOMER INFORMATION

GSA Labor Category Description

Job Title: Project Manager I

Minimum/General Experience: Four years of technical experience in business architecture design implementation, program and change management efforts, business support, analysis or business process redesign.

Functional Responsibilities: Provides detailed knowledge, experience, technical background and supervisory skills to implement business solutions. Business Management Consultant I is qualified to:

• Lead business process redesign personnel in the development of new business process architectures.
• Design training programs and process improvement programs
• Participate in quality reviews to ensure work complies with specified standards
• Develop team workplans, work breakdown structures and perform workflow analyses
• Define business architecture design requirements
• Supervise analysts in the development of software designs, computer programming, system testing or training curricula
• Assist in project budget preparation.

Minimum Education: Bachelor’s Degree

Job Title: Project Business Manager II

Minimum/General Experience: Seven years of experience in business architecture design implementation, program and change management efforts business support, analysis, or business process redesign

Functional Responsibilities: Provides specialized technical and broad management expertise to guide project(s) and management teams in delivering client solutions. Provides subject matter expertise in industry, process or business process redesign. A Business Management Consultant II is qualified to perform such tasks as:

• Plan and manage the work of business architecture design project teams
• Design and implement enterprise level and new organization structures
• Conceptual design and development of training curricula
• Advise and provide strategic consulting to an organization to translate its vision and strategy into core human resource and business processes
• Lead clients through streamlining, reengineering and transforming business processes
• Develop business solutions and supervise analysis
• Develop and execute project budgets.

Minimum Education: Bachelor’s Degree
Job Title: Training Subject Matter Expert/Instructor I

Minimum/General Experience: One year of experience in professional training and development projects. Provides subject matter expertise support training development projects or related fields, including content review and feedback to development staff, as well as delivery of the training.

Functional Responsibility: Provides formatting, content and document coordination, presentation and instruction for training courses.

Minimum Education: Bachelor’s Degree

Job Title: Training Subject Matter Expert/Instructor II

Minimum/General Experience: Four years of experience as a subject matter expert for all types of training development projects, including content review and feedback to development staff, application software, or training on business process improvements and procedures. Also may provide delivery of training.

Functional Responsibility: Conducts the research necessary to develop and revise training courses and prepares appropriate training manuals and curriculum. Prepares all instructor materials (course outline, background material and training aids). Prepares all student materials (course manuals, workbooks, handouts, completion certificates and course evaluation forms). Trains personnel by conducting formal classroom courses, workshops, and seminars. Provides daily supervision to staff and other training personnel.

Minimum Education: Bachelor’s Degree

Job Title: Executive Business Coach/Strategist

Minimum/General Experience: Five years of broad multi-client/industry experience, coaching and or consulting in the industry areas of health and pharmaceuticals, communications, financial services, transportation, energy, information technology, engineering, and acquisitions/procurement.

Functional Responsibility: The Business Executive/Coach will specialize in at least one functional area such as Business Strategist, Business Coach, Transportation Services, Procurement/Acquisitions, Manufacturing and Supply Chain Management, Architecture Strategy, Platform Strategy, Go-to Market Effectiveness, Global Sourcing, or Innovation Strategy. Ability to lead enterprise level efforts to obtain complex data sets; identifies conflicting themes and objectives; synthesizing findings, coaching and consulting on business opportunities and develops recommendations.

Minimum Education: Master’s Degree
Job Title: **Subject Matter Expert, Level II**

**Minimum/General Experience** Ten years of experience in the field of: financial management, acquisitions, accounting, cost estimating, health/pharmaceuticals, business process improvement, information technology applications, economics, or statistics. Specializing in new and related legacy technology and business enterprise platforms.

**Functional Responsibility:** Performs GAAP analysis, defines and analyzes problems and design/develop/executes plans and requirements in the subject matter area for division and enterprise level systems; inclusive of financial systems. Provides detailed evaluation and recommendation for proper implementation of programs and systems specifications for monitoring and evaluation, communications protocols, risk management/electronic analysis, software, life-cycle management, software development methodologies, modeling and simulation, and capable of providing complex statistical modeling and analysis.

**Minimum Education:** Bachelor’s degree

### Labor Categories

<table>
<thead>
<tr>
<th>Item</th>
<th>SIN</th>
<th>Labor Category</th>
<th>Site</th>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
<th>Year 4</th>
<th>Year 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>713940 812990</td>
<td>Fitness Center Coordinator (Full time)</td>
<td>Both</td>
<td>$47.94</td>
<td>$48.53</td>
<td>$48.90</td>
<td>$49.50</td>
<td>$49.87</td>
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<tr>
<td>2</td>
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<td>Fitness Center Coordinator (Part Time)</td>
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<td>$61.22</td>
<td>$61.68</td>
<td>$62.44</td>
<td>$62.91</td>
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<td>3</td>
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<td>Fitness Specialist 2</td>
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<td>$77.25</td>
<td>$77.83</td>
<td>$78.80</td>
<td>$79.40</td>
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<tr>
<td>4</td>
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<td>Fitness Specialist 1</td>
<td>Both</td>
<td>$66.80</td>
<td>$67.63</td>
<td>$68.14</td>
<td>$68.98</td>
<td>$69.50</td>
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<tr>
<td>5</td>
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<td>Aerobics Instructor</td>
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<td>$92.57</td>
<td>$93.26</td>
<td>$94.42</td>
<td>$95.13</td>
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<td>6</td>
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<td>$101.74</td>
<td>$102.01</td>
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<tr>
<td></td>
<td>713940 812990</td>
<td>Healthy Lifestyle Coach</td>
<td>Both</td>
<td>$60.47</td>
<td>$61.22</td>
<td>$61.68</td>
<td>$62.44</td>
<td>$62.91</td>
</tr>
</tbody>
</table>

**Commercial Job Title: Fitness Center Coordinator (Full Time)**

**Minimum/General Experience:** One year of technical design, coordinating, and administering a complete and comprehensive wellness and fitness program that will include, but not limited to, exercise classes, weight training, nutrition, wellness education, and recreational activities consistent with the membership needs assessment and interest.

Requires competence in the use of various lines of exercise equipment, ability to properly evaluate and...
provide fitness assessments to various participant populations plan and organize health promotion pro-
grams, structure, project management and reporting.

**Minimum Education:** Bachelor’s degree in Exercise science and/or related field of study and one or
more certifications in health and fitness from one of the following certifying bodies: The American
College of Sports Medicine, American Council on Exercise (ACE), National Strength and Conditioning
Association (NSCA), The Aerobics and Fitness Association of American (AFAA), National Dance
Exercise Instructors Training Association, National Academy of Sports Medicine (NASM), American
Aerobic Association International (AAAI).

**Functional Responsibilities:**

(a) Design, coordinate, and administer a complete and comprehensive wellness and fitness
program that will include, but not limited to, exercise classes, weight training, nutrition,
wellness education, and recreational activities consistent with the membership needs
assessment and interest.

(b) Instruct, assist and/or orient each member on the proper use of each piece of equipment,
exercise, or lifestyle changes.

(c) Monitor and maintain exercise equipment and fitness areas to ensure program needs are
met. The Contractor shall ensure fitness area is free of dangerous conditions, such as
incidental spills or other conditions that would compromise the safety of the Fitness
Center participants.

(d) Sanitize the equipment to prevent spread of bacteria and disease.

The Contractor will be responsible for keeping the equipment wiped down with a
sanitizing agent. Frequency will be determined by the COR. Spray cleaner, wiping
cloths, broom, dustpan, supplies and mop will be provided by GSA at the request of the
Contractor.

(e) Ensure that equipment is operating properly at all times. The Contractor will develop an
inspection plan for the exercise equipment and present it to the COR for approval.
Equipment manuals should be reviewed to determine proper inspection procedures

(f) Record necessary equipment repairs and submit a written report to the Contracting Of-
ficer’s Representative (COR) when repair is required.

(g) Coordinate an effort with the COR’s Fitness Committee to evaluate assessment needs of
equipment replacement and present the recommendations to the COR.

(h) Develop or update the Fitness Facility Rules and Regulations to ensure the safe and enjoy-
able use of the facility for all participants. Present it to the COR for approval.

(i) Motivate members to participate in exercise activities. Instruct members on personalized
exercise programs, exercise log sheets and evaluate their progress through milestones or
goals.

(j) Plan, organize, and schedule all fitness activities and events, and present them to the COR
for review prior to implementation. Promote health fairs, wellness programs, and other
health and fitness related activities that would improve the participant’s health.

(k) Assist members with activities other fitness and sports activities that fall under the auspi-
ces of the contract fitness center such as softball, volleyball, and racket ball. Assisting would include, but not limited to, instruction, scheduling, organizing, promoting, and score or record keeping.

(l) Survey members in order to design recreational activities that promote the results of these surveys to generate greater use of the fitness facility.

(m) Prepare reports relating to the tasks necessary in achieving the objective of the Wellness and Fitness Center. All reports shall be submitted in typed text and shall be submitted to the COR at the address listed in (n) (5), no later than the fifteenth of each month prior to the quarter. The report will reflect:

(1) Quarterly outline of proposed wellness and fitness events and/or activities for the next quarter:

   (a) List activities or events and programs proposed and the projected participation goals.

   (b) List all Contractor provided materials, supplies and equipment.

   (c) Identify potential, foreseeable problems or difficulties

(2) Quarterly wellness and fitness activities completed and operating report:

   (a) Summary of events and/or activities provided in the reporting period.

   (b) Daily participation rates of fitness center members.

(n) Make recommendations for future events or activities.

**Commercial Job Title: Fitness Center Coordinator (Part Time)**

**Minimum/General Experience:** One year of technical design, coordinating, and administering a complete and comprehensive wellness and fitness program that will include, but not limited to, exercise classes, weight training, nutrition, wellness education, and recreational activities consistent with the membership needs assessment and interest.

Requires competence in the use of various lines of exercise equipment, ability to properly evaluate and provide fitness assessments to various participant populations plan and organize health promotion programs, structure, project management and reporting.

**Minimum Education:** Bachelor’s degree in Exercise science and/or related field of study and one or more certifications in health and fitness from one of the following certifying bodies: The American College of Sports Medicine, American Council on Exercise (ACE), National Strength and Conditioning Association (NSCA), The Aerobics and Fitness Association of American (AFAA), National Dance Exercise Instructors Training Association, National Academy of Sports Medicine (NASM), American Aerobic Association International (AAAI).
**Functional Responsibilities:**

- Design, coordinate, and administer a complete and comprehensive wellness and fitness program that will include, but not limited to, exercise classes, weight training, nutrition, wellness education, and recreational activities consistent with the membership needs assessment and interest.

- Instruct, assist and/or orient each member on the proper use of each piece of equipment, exercise, or lifestyle changes.

- Monitor and maintain exercise equipment and fitness areas to ensure program needs are met. The Contractor shall ensure fitness area is free of dangerous conditions, such as incidental spills or other conditions that would compromise the safety of the Fitness Center participants.

- Sanitize the equipment to prevent spread of bacteria and disease.

  - The Contractor will be responsible for keeping the equipment wiped down with a sanitizing agent. Frequency will be determined by the COR. Spray cleaner, wiping cloths, broom, dustpan, supplies and mop will be provided by GSA at the request of the Contractor.

- Ensure that equipment is operating properly at all times. The Contractor will develop an inspection plan for the exercise equipment and present it to the COR for approval. Equipment manuals should be reviewed to determine proper inspection procedures.

- Record necessary equipment repairs and submit a written report to the Contracting Officer’s Representative (COR) when repair is required.

- Coordinate an effort with the COR’s Fitness Committee to evaluate assessment needs of equipment replacement and present the recommendations to the COR.

- Develop or update the Fitness Facility Rules and Regulations to ensure the safe and enjoyable use of the facility for all participants. Present it to the COR for approval.

- Motivate members to participate in exercise activities. Instruct members on personalized exercise programs, exercise log sheets and evaluate their progress through milestones or goals.

- Plan, organize, and schedule all fitness activities and events, and present them to the COR for review prior to implementation. Promote health fairs, wellness programs, and other health and fitness related activities that would improve the participant’s health.

- Assist members with activities other fitness and sports activities that fall under the auspices of the contract fitness center such as softball, volleyball, and racket ball. Assisting would include, but not limited to, instruction, scheduling, organizing, promoting, and score or record keeping.

- Survey members in order to design recreational activities that promote the results of these surveys to generate greater use of the fitness facility.

- Prepare reports relating to the tasks necessary in achieving the objective of the Wellness and Fitness Center. All reports shall be submitted in typed text and shall be submitted to the COR at the address listed in (n) (5), no later than the fifteenth of each month prior to the quarter. The report
will reflect:

- Quarterly outline of proposed wellness and fitness events and/or activities for the next quarter:
  - List activities or events and programs proposed and the projected participation goals.
  - List all Contractor provided materials, supplies and equipment.
  - Identify potential, foreseeable problems or difficulties
  - Quarterly wellness and fitness activities completed and operating report:
    - Summary of events and/or activities provided in the reporting period.
    - Daily participation rates of fitness center members.
    - Make recommendations for future events or activities.

**Commercial Job Title: Fitness Specialist**

**Minimum/General Experience:** Two years technical experience as a fitness professional who develops and implements an individualized approach to exercise leadership in healthy populations and/or those individuals with medical clearance to exercise. Using a variety of teaching techniques.

**Minimum Education:** Bachelor’s degree in Exercise science and/or related field of study or three or more certifications in health and fitness from one of the following certifying bodies: The American College of Sports Medicine, American Council on Exercise (ACE), National Strength and Conditioning Association (NSCA), The Aerobics and Fitness Association of American (AFAA), National Dance Exercise Instructors Training Association, National Academy of Sports Medicine (NASM), American Aerobic Association International (AAAI).

**Functional Responsibility:**
- Leading and demonstrating safe and effective methods of exercise by applying the fundamental principles of exercise science.
- Writing appropriate exercise recommendations.
- Leading and demonstrating safe and effective methods of exercise.
- Motivating individuals to begin and to continue with their healthy behaviors.
- Conducting risk stratification.
- Conducting physical fitness assessments and interpreting results.
- Constructing appropriate exercise prescriptions.

**Commercial Job Title: Aerobic Instructor**

**Minimum/General Experience:** Six months of technical experience a fitness professional who performs and conducts and leads a variety of aerobic fitness classes. Aerobodies aerobic instructor demonstrates a foundation of knowledge and skills necessary to teach a safe and effective group fitness class, no matter what type of modality.

**Minimum Education:** At least one certification in health and fitness from one of the following certifying bodies: The American College of Sports Medicine, American Council on Exercise (ACE), National Strength and Conditioning Association (NSCA), The Aerobics and Fitness Association of...

**Functional Responsibility:** Is required to teach Step aerobics, kickboxing, floor aerobics, Pilates, sculpting, abs and toning, stretching classes, and water aerobics.

**Commercial Job Title: Lifestyle Coach**

**Minimum/General Experience:** Three years of training and/or technical experience as a lifestyle coach, consultant or facilitator that integrate coaching methodologies, tools and principals from a variety of disciplines including: behavioral science, psychology, counseling, and life and corporate coaching consistent with the International Coach Federation's core coaching competencies.

**Minimum Education:** Certification from an organization recognized by the International Coaching Federation (ICF) as an accredited certifying body.

**Functional Responsibility:**

- Use coaching skills, tools, and processes in all client interventions (individual or group) in consumer, corporate, hospital, physician practice, or health-club setting.
- Working with the clients in-person or by phone.
- Systematically collect, assess, and help clients master health and wellness in: health risk evaluation, physical activity, stress management, and nutrition/weight management
- Apply science-based coaching skills in formal coaching programs or short client interactions/interventions
- Guide the development of client visions and goals while utilizing accepted national standards and guidelines
- Track, evaluate, and adjust a client's progress using the latest coaching techniques and web technology
- Visually monitor exercise performance using live video-conferencing, if you are have fitness credentials
- Empower your clients to establish and sustain a higher level of wellness than they can do alone

**Commercial Job Title: Wellness Consultant**

**Minimum/General Experience:** Two years experience in planning and developing health, fitness or nutrition programs. Wellness consultants promote healthy lifestyle habits such as nutrition and fitness and behaviors. Knowledge and training in various courses that may include: nutrition, health management, chemistry, kinesiology, exercise science, biochemistry, biology, and physiology.

**Minimum Education:** Bachelor’s degree in exercise science, kinesiology, physiology, dietetics or a related field of study.

**Functional Responsibility:**

- Use coaching skills, tools, and processes in all client interventions (individual or group) in consumer, corporate, hospital, physician practice, or health-club setting.
- Working with the clients’ in-person or by phone.
• Systematically collect, assess, and help clients master health and wellness in: health risk evaluation, physical activity, stress management, and nutrition/weight management
• Apply science-based coaching skills in formal coaching programs or short client interactions/interventions
• Guide the development of client visions and goals while utilizing accepted national standards and guidelines
• Track, evaluate, and adjust a client's progress using the latest coaching techniques and web technology
• Visually monitor exercise performance using live video-conferencing, if you are have fitness credentials.
• Empower your clients to establish and sustain a higher level of wellness than they can do alone.