

**UK LEVEL 3**  
**(European Qualifications Framework**  
**EQF Level 4)**

**Occupational Descriptor**

**Occupation Title**

Fitness Instructor/Personal Trainer

**Occupational Description**

A fitness instructor/personal trainer's role includes designing and implementing exercise programmes for a range of individual clients by collecting and analysing client information to ensure the effectiveness of personal exercise programmes. A personal trainer should also actively encourage potential clients/members to join and adhere to regular exercise programmes, employing appropriate motivational strategies to achieve this.

**Occupational Roles**

The personal trainer should be involved in:

1. Collecting information relating to individual clients
2. Carrying out fitness assessments to establish client fitness and skill level
3. Analysing information relating to individual clients
4. Identifying, agreeing and reviewing short, medium and long term goals to ensure the effectiveness of exercise programmes
5. Providing a range of exercise programmes in accordance with the needs of the clients by applying principles of exercise programming
6. Making best use of the environment in which clients are exercising
7. Providing clients with accurate information on the principles of nutrition and weight management
8. Developing and applying strategies to motivate clients to join and adhere to an exercise programme
9. Acting as a positive role model for all clients
10. Proactively interact and develop positive relationships with client in order to facilitate client retention.
11. Promoting healthy activities and related strategies for daily living to clients/members
12. Keeping up to date with health and fitness industry developments to ensure high standards of programmes that meet client needs in the short, medium and long term
13. Making the appropriate decisions relating to clients and their programmes/goals and, where required, refer the client to a more appropriate professional

14. Working within the parameters given at Level 3, recognising the standards and professional limitations that this provides, referring to appropriate members of staff for guidance and support

## **Occupational Competence**

### **L3 Personal Trainers should:**

1. Be aware of their professional role boundaries as listed....
2. When necessary, and within the limits of their knowledge and competence, adapt a general session to accommodate the needs of special population clients\*.
3. Instructors should give guidance to encourage special population clients\* to follow the key safety guidelines and discourage them from anything deemed to be potentially hazardous/contraindicated to enable them to take part in sessions.

\*Special population clients including:

- 14-16 year old young people
  - disabled people
  - older people (50+)
  - ante and postnatal women
3. Get advice from another appropriate professional if there are any objectives, physical activities or risks that fall outside their professional boundaries or that they do not feel competent to deal with and/or refer on to the appropriate person.

### **L3 Personal Trainers should NOT:**

1. Instructors who do not possess the appropriate special population qualification/s (in older adults, ante/postnatal women and disabled people) are NOT qualified to:
  - Be a specialist instructor in the area of special populations, or advertise as such
  - Instruct special population clients 1:1 or in groups on a regular or progressive basis
  - Plan a progressive, long-term special populations exercise or physical activity programme
  - Play any role in exercise or physical activity programming or monitoring in condition management on a 1:1 or group basis. (For this, a Level 3 Exercise Referral qualification is required and for

certain conditions, where national occupational standards are in place, a Level 4 qualification).

2. Prescribe any form of exercise session or individual exercise that they have not been trained to deliver/teach effectively.
3. Instruct exercise in disciplines in which they are not qualified or where they do not hold appropriate endorsed training (e.g. a Level 2 fitness instructor should not 'cover' an ETM class or a spinning class if they do not hold the appropriate certificates).
4. Provide prescriptive nutritional advice or develop bespoke individualised nutrition plans for clients.