

TRAINER

BRING QUALITY TRAINERS INTO THE CLUB

10 WAYS CLIENTS CAN REDUCE FAT

WHAT INJURIES CAN YOU WORK AROUND?

 **IDEA**
International Association
of Fitness Professionals

at's
new?

Attention: San Diego-area members

ARE YOU A CERTIFIED PERSONAL TRAINER

LIVING IN SAN DIEGO OR ORANGE COUNTY,

California? Or do you plan to be in the area soon?

Why not spend a fun few hours taking part in one of our photo shoots? Not only will you be rewarded with a nominal modeling fee, you'll get to see yourself in

print! We're looking for a wide range of body types, personalities, ages and ethnic backgrounds—both men and women. No previous modeling experience is required. For more information and a model application, contact Jo Anna Binder at (800) 999-4332, ext. 229 or (619) 535-8979, ext. 229.

Kurt Angle goes for Gold with OSTRIM™

#1 in Sports Nutrition Meat Snacks

Olympic Gold Medalist Kurt Angle demands a lot from his body. Whether he's working out or competing,

Kurt depends on OSTRIM™

high protein snack sticks for

a great tasting food protein

that satisfies his hunger

and contains all the essential

and non-essential

amino acids, iron, creatine

and nutrients he needs.

OSTRIM is the first

sports snack made

from Ostrich, one of

the world's most

nutritious

meats.

One serving of OSTRIM delivers

13g of pure protein (26% of the

daily value), with less than

1.5g of fat, under 3g of carbs

and less than 1g of sugar.

This ready-to-eat food,

available in four flavors,

is perfect for busy adults

and on-the-go kids.

Whether you're a runner,

hiker, bodybuilder or

Olympian like

Kurt Angle,

go for the gold.

Eat OSTRIM.



Available at select **GNC** or call 1-800-274-3253 for a distributor near you
8790 Wilshire, Los Angeles, CA 90048-3911 (800) 274-3253 FAX: 412-831-3003 OSTRIM is a trademark of Proteo, Inc.

training tools

Software. Personal Fitness Products Inc. introduces *Personal Training Software for Windows™*. Volume 1, "Strength Training for Adults," is an interactive CD-ROM program that includes a health assessment and more than 100 strength, stretching and low-back exercises complete with step-by-step instructions, video demonstrations and anatomy diagrams. Body fat calipers are included in the package. For more information contact Wayne Brown, Personal Fitness Products Inc., 169 S. Main St., Ste. 347, New City, NY 10956, (888) 654-4817 or fax (914) 638-9606.

Videos. "Practical Aspects of Personal Training," produced by Gary Scott, the president of the East Coast Instructor Training School, examines more than 75 exercises and variations, reviewing spotting techniques and body alignment; analyzes a variety of training skills; and explains common biomechanical mistakes and their corrections. Contact Gary Scott, ECA World Fitness Alliance, (516) 432-6877.

To help you hone your sales skills, John Platero's new video demonstrates techniques for closing a sale in a health club setting and tells where and how to find clients. A number of helpful sample client forms are included in the package. Contact Future Fit, 3500 Overland, Ste. 230, Los Angeles, CA 90034, (800) 778-6060 or fax (310) 287-0801.

Accessories. Harbinger, a manufacturer of fitness gloves, belts and lifting straps (in addition to protective gear for sports), is offering a professional purchase program for IDEA members. To obtain discounts on your personal workout products and get information on resale programs for clients, contact Harbinger at (800) 729-5954, (707) 257-5838 or fax (707) 257-5843.

