

KD TRAINER ACADEMY

# PERSONAL TRAINER GUIDE



**KD**  
ACADEMY

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# CHAPTER 1

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## UNDERSTANDING THE PT'S ROLE AND THE INDUSTRY

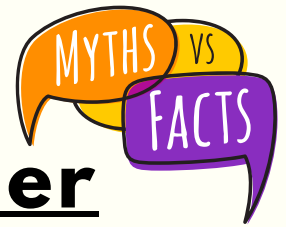
From 2022 to 2032, there will likely be an increase in demand for personal fitness trainer services at an annual growth rate (CAGR) of 4.8%\*. Thus, more startups will be anticipating to join the industry throughout the forecast period. Personal trainers can benefit from the upcoming growth, which means the opportunity to be a PT is abundant for you!

In order for people to live a healthy lifestyle, they need health and fitness professionals. Some of these consumers hunt for gyms and personal trainers on their own initiative, while others do so on their doctors' advice.

Think about it, when was the last time you saw someone wearing a fitness watch or heard a conversation about buying home workout equipment?

Whatever the reason may be, many of them search for personal trainers in the market.

*\*Source: <https://www.futuremarketinsights.com/reports/personal-fitness-trainer-market>*



# Being A Personal Trainer

## Myth

Being a personal trainer keeps you fit



## Reality

In order to help clients, a skilled personal trainer would watch their client from all angles as they exercise. The majority of the time at work, we are standing, kneeling, or squatting to help our clients get the most out of their exercises - not working out! This is practically impossible to do if we're not exercising ourselves. Although having the knowledge and access to equipment does help, finding time to fit in our own routines around a busy schedule is sometimes a challenge we share with the general population.

## Myth

Need to work in a gym



## Reality

Working in a gym can be helpful, there is a lot of equipment available and prospective customers around. Finding the client's preferred environment is key when working as a PT. Personal trainers also operate outdoors, in their own homes, other people's homes, companies, sporting clubs, hotels, community centers, health clubs, and even on cruise ships.

# Being A Personal Trainer

## Myths

Designing clients a diet/nutritional plan



## Reality

According to various regulations in many different nations (USA, Australia, etc.), personal trainers are only allowed to offer suggestions and advice on healthy eating. Only dietitians and nutritionists with a university education are **qualified** to write meal programmes. The personal trainer may better serve their clients and grow their companies by having good relationships with these allied health practitioners.

## Myths

Lack of career growth



## Reality

There's a wide variety of areas in fitness to explore, different types of clients to work with, professional development opportunities to take, further education courses to complete, methodologies to explore and environments to work in that you'd be hard pressed to find a more interesting area to work in. Additionally, there are prospects for those who are interested to advance into fields like management, blogging, property ownership, book writing, giving workshops, or instructing training courses. You never know where your job will take you because the alternatives are limitless.

## **CHAPTER 2**

# **WHERE ARE YOU AT RIGHT NOW?**

In this chapter, we want to help you understand where you are right now as an aspiring personal trainer. Most new trainers come without having a benchmark to notify them of their readiness in becoming a fitness professional due to lack of regulation. So, understand that these are the standards of KD Trainer Academy solely and not the industry's standard.

We break down this checklist into important categories that will help you understand where you are today, namely from a perspective of a service provider, exercise science, testing and evaluation of movement, and also training principles.

### **1. Professionalism**

In a nutshell, professionalism is the public image that you present, and it has numerous components. The professional image is influenced by a variety of critical elements, including the facial expressions, grooming, conduct, manners, and likeability.



# Self-Checklist

Here is a list that can be checked to indicate the level of your professionalism :

- ☐ Punctuality
- ☐ An appropriate and neat appearance
- ☐ Maintaining a clear distinction between personal and professional life
- ☐ Following an employer's ethical standards
- ☐ Refusal to engage in workplace bullying, harassment and other inappropriate behaviors
- ☐ Abiding by all company policies and refusing to bend the rules for personal gain
- ☐ Helping and supporting colleagues through their professional challenges
- ☐ Interacting with colleagues, clients and supervisors with an appropriate level of formality and professionalism
- ☐ Ability to perform exercises with the right techniques before teaching them to a client
- ☐ Refrain from using mobile/technologies devices for personal interest and only for work-related matters

After checking off this list(honestly), you should have a rough gauge of where you are at in terms of professionalism.

## YOUR SCORE

0-3: Poor

4-6: Average

7-10: Good

Alternatively, you can [take this short quiz](#) and we will give you a call to let you know what skills you need to develop.

## 2. Biomechanics

The study of how a human body moves, including how muscles, bones, joints, tendons, and ligaments interact to create movement, is known as biomechanics. With an emphasis on the mechanics of movement, biomechanics is an important part of being a personal trainer.

Biomechanical knowledge is useful for the PT to improve a client's technique, increase their performance, and modify specific training methods to help them achieve their goals, by using mechanical principles. More importantly, biomechanics is used to create methods for reducing the risk of injury as well as alterations in equipment design that may lessen harm.



## 2.1 Elements of Biomechanics

Exercise biomechanics examines how people move while they train with you or on their own. Performance in exercise is based on the principles of physics and mechanics. Here are some different applications of biomechanics:

### Individuals:



Biomechanics can be used to analyze the client's movement patterns and train them to move more efficiently during physical activity and training sessions.

### Training:



Biomechanics can research movement efficiency and training programs to find ways to improve their effectiveness. It can suggest and evaluate new training methods based on the mechanical requirements of the exercise, with the goal of improving performance.

### Injuries:



Injuries can be studied using biomechanics, which can also be used to help and prevent them. The forces during a workout that can cause an ankle sprain can be examined, as well as any potential reductions in risk due to shoe design, training surface or workout programme.

### Equipment:



Biomechanics can be applied to the advice of apparel, footwear, training surfaces, and facilities.

## Quick Quizzes To See Where You Are At (No Google!)

1. What are joints?

- a) A place where one bone meet
- b) A place where two bones meet
- c) Bones don't meet
- d) A place where three bones meet

2. Which of the following is a joint that can freely move?

- a) Fibrous
- b) Cartilaginous
- c) Synovial

3. Which of the following is NOT the purpose of synovial fluid?

- a) Conduct electrical charge
- b) Lubricate joint
- c) Reduce friction
- d) Provide shock absorption

4. Define and differentiate what is tendon, ligament and joint

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5. Movement away from the midline is called \_ \_ \_ \_ \_

6. Rotation of the forearm until the palm faces up is called \_ \_ \_ \_ \_

7. Rotation of the forearm until the palm faces down is called \_ \_ \_ \_ \_
8. Cartilaginous joints are connected by \_ \_ \_ \_ \_
9. Plantarflexion is a movement that only the \_ \_ \_ \_ \_ joint can perform.
10. Straightening beyond the anatomical position
- |                          |                        |
|--------------------------|------------------------|
| <b>a) Extension</b>      | <b>c) Flexion</b>      |
| <b>b) Hyperextension</b> | <b>d) Hyperflexion</b> |

After answering these questions, (now you can Google the answers), you should have a rough gauge of where you are at in terms of biomechanics.

## YOUR SCORE

0-3: Poor  
4-6: Average  
7-10: Good

### 3. Assessments and Tests

Every client must be assessed and tested before they go through personal training under your supervision. This is to ensure we get a collection of their current and past history of medical conditions or injuries to help us prevent misfortunes. The assessment will also help you to design a program which is best suited to the client's current condition and goals. The assessments and tests can be divided into a few sections:

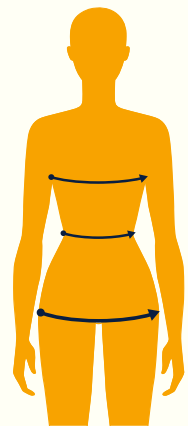
#### Verbal Assessment

Determine and establish with the client about their goals, medical condition, physical limitation and level of ability. Your ability of questioning and probing is very important here.



#### Physiological Assessments

A trainer can take girth measurements of chest, waistline, hips, arms and legs. Other than that a trainer can also measure body fat percentage, visceral fat rating, and muscle percentage using the bio-electrical impedance analysis. Another method is using calipers to measure body fat levels.



#### Flexibility Test

Numerous fitness tests can help give information about a client's flexibility. The shoulder stretch, trunk lift (which evaluates both flexibility and muscle fitness), sit-and-reach (which evaluates low-back and hamstring flexibility), and variations of these tests have to be administered.



## **Movement Screening (Basic Movement)**

The movement screening can be tested using the trained eye and experience to screen movements such as squats, lunges, push-ups and many others. The movement screening test is to check whether the client has good mobility, and stability or still needs to improve.

## **Performance Test**

Performance tests measure how the body performs during exercise and activity and provides valuable data for your training. This is to see whether your program is effective in producing desired results for the client.

Based on the types of tests and assessments above, how many of each are you able to administer to your client?

Verbal Assessments: \_\_\_\_

Physiological Assessments: \_\_\_\_

Flexibility Tests: \_\_\_\_

Movement Screening: \_\_\_\_

Performance Tests: \_\_\_\_

## **YOUR SCORE**

0-3: Poor

4-6: Average

7-10: Good

## 4. Training Principles

Adherence to particular exercise training principles may help in the creation of an effective and planned physical activity schedule. The core training principles which will be subsequently discussed include:

### Individuality

Each person is unique, and every client reacts differently to trainings. Some people can take higher training volume, others may do better with higher intensities. This depends on a number of variables, including your living circumstances, chronological or training age, genetic ability, muscle fiber composition, and/or many other factors.

### Progressive Overload

To obtain results, we need to add overloads such as new stimuli, techniques, resistance, timing or intensity to the exercise. This principle and clients' results go hand in hand. For e.g., in order to increase cardiovascular fitness for a Step Up Test, clients must gradually increase overload over several sessions. Progress can only be obtained if there is an increase in overload. The same principle applies for strength and size.

### Specific Adaptation

The body adjusts to exercise at a certain intensity over time. At that level, this adaptation leads to increased efficiency, less effort, and less muscle breakdown. This will cause your body to be sore after your initial 10 kg barbell overhead press, but today it serves only as a warm-up for your major activity. By that, the stimulus must be altered by making it stronger or lasting longer in order to keep making progress, . The same applies to adjusting to lower levels of activity.

## Variation

In essence, variation refers to the modification of different training factors, such as the addition of variety or a new training stimulus. Exercises can be changed, along with the load, volume (reps, sets), range of motion, and speed of movement. Additionally, variation can refer to how much various training methods are changed throughout elite athletes' programs. Variation, according to Stone et al. (2003), is crucial for the "prolongation of adaptations across ongoing training programmes."

## Overtraining

Without rest and recovery time, the body cannot heal itself. Both short breaks, like hours between numerous sessions in a day, and longer breaks, like days or weeks, are highly needed for the body to recover from a long season and to avoid fatigues or overuse problems. Dedicated clients frequently overlook this. Hence, it is important for you to understand the principles of overtraining, overreaching, and training volume. Fundamentally, despite any adjustments you have made to your training, the more you work out, the more sleep your body requires.

Based on the different principles above, rate yourself on a scale of 1-10 in terms of understanding and applying them to a client.

### YOUR SCORE

0-3: Poor

4-6: Average

7-10: Good

## **CHAPTER 3**

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# **SKILLS NEEDED AS A PERSONAL TRAINER**

As personal trainers, we also need skills and attitudes that can make our clients feel comfortable to be around us. This is why a personal trainer creates one-on-one fitness programs for the clients, motivating and guiding them to achieve their goals.

In this chapter, we list a few skills that can be built in yourself to become a professional and great personal trainer.

### **EMOTIONAL INTELLIGENCE AND EMPATHY**

One of the most important skills to have as a PT is emotional intelligence. Emotional intelligence is the capacity to recognize and control your own emotions as well as those of others. Outstanding personal trainers exhibit high levels of emotional intelligence, enabling them to effectively inspire, motivate, and interact with customers. It is therefore imperative for all personal trainers to establish solid and long-lasting connections with them. Emotional empathy, or the capacity to "place yourself in someone else's shoes", is one of the most crucial components of emotional intelligence. This form of empathy helps you sense when a client might feel disappointed, frustrated, upset or unmotivated.



Additionally, it helps you become self-aware and also kind enough to understand that not everyone finds it as simple as you do to exercise, eat healthfully, and resist temptation. This ability can help you choose the appropriate time to bring up a difficult conversation with your clients to help them achieve their goals. Emotional intelligence can help you choose the best time versus a terrible time. It might make or break you as a great personal trainer in the industry.

## COMMUNICATION SKILLS

One of the most crucial abilities a personal trainer can have is communication, which is directly related to emotional intelligence. When you are in charge of assisting individuals in achieving their fitness and health goals and there is no effective communication, you won't get the best outcomes. Consequently, it will be difficult for you to attract new clients and sell your services.

After all, effective communication works hand in hand with your listening skill. Although offering instructions or advice takes up the majority of a personal trainer's work, you must also learn to pay close attention to nonverbal signs, for instance your customers' body language.

## MOTIVATION

The most challenging part of a personal trainer's job is to inspire clients to push themselves physically and mentally outside of their comfort zones whilst assisting them in maintaining a fitness regimen and healthy lifestyle outside of the one-on-one sessions.

Additionally, it cannot be taught in a single lesson. The best motivators frequently employ positive reinforcement to boost the clients' confidence while also encouraging them to keep going. It's important to keep in mind that various people will react in different ways and that some may want encouragement and more direct, honest words. A personal trainer uses that crucial emotional intelligence skill to read each client and determine the best technique.

Because maintaining accountability for the exercise (and nutrition) program is essential to seeing results, a top-notch personal trainer will also follow up with their clients on a regular basis outside of sessions to ensure they are staying on track and to provide additional motivation and encouragement. Nowadays, many people utilize applications to make this easier such as WhatsApp or any social media of their clients' preference.

## **PATIENCE**

Clients frequently want to see results right away, but this will put them under pressure and can quickly wear out their patience. Although it's only normal for the clients to want to see results right away, it's the job of a personal trainer to put some patience into the process.

Similar to the tale of the hare and the tortoise, you should strive for gradual, sustainable improvement since it always succeeds in the end. It also increases the likelihood that a long-lasting workout habit will develop. Outstanding personal trainers are experts at controlling expectations, emphasizing to their customers that they must first develop a strong base of fitness before they can get amazing results.

## **TECHNICAL KNOWLEDGE**

Of course, all of the previous skills need to be supported by great technical knowledge. Now, what we're really talking about is having a rock-solid understanding of the principles of health, fitness, and how the body functions; not being up to speed with the most recent fitness trends.

However, it's also true that practising and studying the fundamental, traditional, basic movement patterns is still the best way to help clients tone up, improve their cardio, get more conditioned, build muscle mass, look and feel better and healthier, or whatever else they may want to achieve from your training.

# **CHAPTER 4**

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## **TOOLS NEEDED FOR A PERSONAL TRAINER**

### **Client Logbook**

A vital piece of personal training gear is a client notebook, which will offer you somewhere to note down your client's short achievements in each session and their ongoing progress. It helps you to be prepared for the sessions to come by knowing precisely what they focused on in their prior sessions, the equipment they used, and the number of reps and sets they performed.

Although some personal trainers maintain client log books on digital devices like laptops and phones, we believe a physical client logbook is necessary to ensure you can always access the records and to give the impression that you are more engaged in the session itself since you aren't sitting down filling it into you mobile phone.

### **PARQ Forms**

Being a personal trainer also requires collecting health data, which you will use to learn about your customer's needs and goals during your client appointment. Forms like the PARQ are very important because they will include all of their personal information, any physical restrictions, and clearly stated personal training objectives.

## Cloud Softwares

Remember the logbook? You don't want to end up with piles of paper after collecting the data. You want to transfer them into cloud software. This is important especially if you are an individual who tends not to file or organize things. Filing client records in the cloud have two huge benefits. First, all your clients' information is just a few clicks (or screen presses) away. Imagine having the fitness testing records of a client who came back after five years at your fingertips. Second, the danger of losing this information moves closer to zero. We wouldn't want to have unnecessary issues in the future, right?

## Timer/Stopwatch

When timing your client's activities like tempo or rest times, using a stopwatch presents a more professional image than using your phone because it is obvious to the client that we are clocking them. Just like the logbook, phones might project an image that we are not paying full attention. Also, an actual stopwatch looks way cooler and boosts up your look as a PT!

## First Aid Kit

A first aid kit is essential for a personal trainer since it prepares you for any incidents that may occur during your sessions. Even if you work in a gym, it is still advisable to have your own first aid supplies because they might not always be restocked well. Owning your own first aid supplies not only shows that you are a personal trainer who is well-prepared, but it also gives you peace of mind knowing you have everything you need in case of an emergency.

## Scheduler

A reliable online scheduling tool may be the biggest time and headache-saver out there. The constant calls, WhatsApp, and texts used to schedule, modify, and cancel training sessions will no longer be necessary. It is now as easy as registering your availability and letting clients set up, change, or cancel their appointments with you. One of the keys to having an efficient personal training career is to not overlook this tool.

## Equipments

The most obvious one on the list is this one. There are some equipments that you may need as a PT especially if you are not doing the session in a gym. You should have the basic equipments at your disposal such as:

- suspension kits
- dumbbells
- resistance bands
- foam rollers
- exercise mats and more.

Of course, this is just a short list but they should be enough to get you going. You should add more along the way as you grow as a personal trainer because these tools will help you be a better PT and get your clients the results they want.

# CHAPTER 5

## CERTIFICATION

Certifications are probably what you want to get early in your career as a Personal Trainer. Here we break it down into a few different options that you can take in Malaysia.

### 1. Local Professional Certification

This is probably the most common and simplest method for you to get certified. There are many course providers in Malaysia and you can learn a lot from properly established educators that understand the local market and challenges faced as a PT.

| Pros  | Cons   |
|---|--|
| <ul style="list-style-type: none"><li>• Strong understanding of the local market</li><li>• Communication is easier as Malaysians</li><li>• More affordable due to currency exchange rates</li><li>• Physical classes</li><li>• Networking</li></ul> | <ul style="list-style-type: none"><li>• Certifications obtained are not as popular</li><li>• Lack of high-end research facility and labs</li><li>• Not regulated by any accreditation councils</li></ul> |

Here are some of the available options in Malaysia if you would like to opt for a local course provider:

- FEA (previously known as FITM)
- PFC Studio
- KD Trainer Academy



[Book an appointment](#) with us if you'd like to learn more about any of the above and we might get you a sweet deal!

## 2. International Professional Certification

This is our most recommended certification that you need before you begin your personal training career. And in our opinion, you should get an internationally recognized certification BEFORE you take in a client to demonstrate professionalism and commitment towards the safety of your client and standards of your service.

| Pros   | Cons  |
|--|---|
| <ul style="list-style-type: none"><li>• Highly recognized world-wide</li><li>• Strong regulation of quality and content</li><li>• Structured well by a group of highly educated individuals</li><li>• A strong sense of achievement after passing exams</li><li>• Reputation in the market</li></ul> | <ul style="list-style-type: none"><li>• Doesn't translate well into practical abilities</li><li>• Theoretical examination only</li><li>• Higher examination fees due to foreign currency exchange</li><li>• Have to pay recurring continuing education fees</li></ul> |

These are some of the most popular international professional certifications you can get as an aspiring personal trainer:

- **ACE (American Council On Exercise)** - The ACE CPT program is a client-centric certification which helps them achieve their fitness goals through their research-based IFT Model.



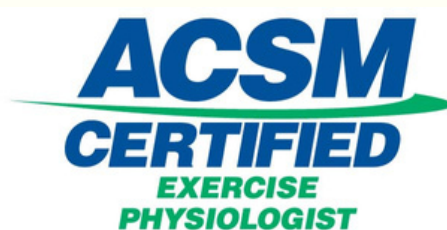
- **NASM (National Academy Of Sports Medicine)** - The NASM CPT focuses a lot on the basics of movement using its OPT Model and makes sure that every client has a strong foundation in exercising safely and correctly.



- **NSCA (National Strength and Conditioning Association)** - Before personal trainers were around, there were only sports coaches. The NSCA CPT is an athletic-based program using an individualized approach to assess, motivate, educate and train clients regarding their personal health and fitness needs.



- **ACSM (American College of Sports Medicine)** - A personal trainer certification from ACSM means that you'll have the practical and scientific knowledge to work in a variety of fitness facilities, including health clubs, gyms, universities, corporate, and community or public fitness centres, and positions ranging from freelance personal training to full-time and beyond.





### 3. Local/International Diploma or Degree

This one requires the highest amount of commitment as you need to invest your time and money for years. Most common diploma or degree that is related to the personal training profession is in Sports Science or Exercise Science.

| Pros  | Cons  |
|---|---|
| <ul style="list-style-type: none"><li>• Study in a proper tertiary educational environment</li><li>• Get to conduct experiments and practical hours</li><li>• Use of the scientific methods to obtain results</li><li>• Longer time to digest the science behind exercising</li></ul> | <ul style="list-style-type: none"><li>• Course lack of real-world experiences</li><li>• Takes a longer time to complete</li><li>• Probably costs the most of all choices available</li><li>• Not hyper-focused on personal training</li></ul> |

Here are some institutions that offer the Sports Science diploma/degree in Malaysia:

- UM (University of Malaya) - Petaling Jaya, Kuala Lumpur
- USM (University of Science Malaysia) - Kubang Kerian, Kelantan
- UiTM (University Technology MARA) - Shah Alam, Selangor



There are also some personal trainers from different backgrounds that utilize their knowledge and cross-apply them when it comes to personal training such as degrees in:



Dietetics



Psychology



Physiotherapists



Medicine



Education



Nursing

.....and many more!

## **CHAPTER 6**

# **HOW MUCH YOU CAN EARN AS A PT**

### **What is the average pay of a personal trainer in Malaysia?**

The salary of a personal trainer in Malaysia is commonly divided into two categories: sales commission and sessions conducted.

One is not better than another, it depends on what you value in your career. Balance between risk of stability, income, time, environment and people you interact with on a daily basis.

Income depends on where you are working (cities with higher costs of living usually pays more) and what type of business relationship you have:

- I. Salary based earner (Full-time/part-time employee)
- II. Commission based earner (Profit Splits/Rental Scheme)
- III. Freelancer/Self-employed

## Salary based earner (Full-time/part-time employee)

**A**

More stable income that comes with basic of around 1500-2000 with/without EPF/SOCSO/EIS

**B**

Sales commission for each package sold - usually around 1-10% of the package

**C**

Sessions conducted - depending on the company but is usually around RM10.00-40.00 per session

**D**

Performance rewards are given when you hit certain targets provided by the company

**E**

More benefits like certain allowances, travel/education relief, company events and holidays, depending on the company's policies.

## Commission based earner (Profit Splits/Rental Scheme)

You either get your own clients or the business shares their clients with you.

Income Split - The most common type, an agreed upon ratio split between the business owner and the personal trainer for e.g. if a program costs RM1000.00 and the split is 50:50 then it's RM500.00 for each party.

Rental scheme - You will pay the facility owner a fee (either per session or per month) for e.g. RM50.00 per session used or a flat rate of e.g. RM3000.00 a month for unlimited usage of the facility

Usually doesn't come with retirement savings and insurance EPF/SOCSO/EIS

Taxation will be a bit more difficult as you really need to be knowledgeable at finance management and submit your own tax.

## Freelancer/Self-employed

**A**

You have to do everything on your own, sales, marketing, training etc.

**B**

You get full flexibility and also accountability of your own success/failure

**C**

You decide how much you charge/earn

**D**

Usually doesn't come with retirement savings and insurance EPF/SOCSO/EIS

**E**

Taxation will be a bit more difficult as you really need to be knowledgeable at finance management and submit your own tax.

# **CONCLUSION**

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This guideline is based on the KD Trainer Academy standards which we've gathered from our years of experience after training thousands of clients. Different places may have different standards and also necessary skills, but in KD Trainer Academy, we believe that these elements are the most powerful to build you as a personal trainer. If you have any doubts in mind, don't hesitate to hit us up! Sharing with you guys our social media account and feel free to follow us for more beneficial information.



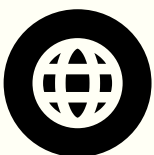
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VERSION 22.1

