

## Starting your Business

Congratulations you have successfully completed your Certificate III or IV in Fitness! It is now time to set yourself up to start working in the industry. Here are a few key steps to take to get your career in the fitness industry off to a flying start and help people achieve their fitness goals.

### 1. Registration

The first step is to register with an official industry body. Gyms and council-run facilities require registration. Planning to run your own personal training business? Registration is also beneficial to you - you will receive industry support and ongoing development opportunities. The Physical Activity Australia (PAA) website offers a [quick, easy registration process](#).

### 2. Insurance

If you intend to be self employed as a personal trainer it is important that you equip yourself with the appropriate professional indemnity insurance. This can cover you up to \$20 million for public liability and professional indemnity. Physical Activity Australia preferred insurer is Marsh Advantage Insurance. Visit the [PAA website](#) to find out more about Marsh Advantage's insurance offering. Your insurance will be covered if you are employed by a gym or council-run facility.

### 3. Business registration

If you plan to work for yourself, you need to register for an Australian Business Number (ABN). This will allow you to trade under your own name as a sole trader in the industry. A sole trader is possibly the best structure for a personal trainer who has appropriate insurance, doesn't go outside the scope of their fitness qualifications and doesn't intend to hire employees or expand the business beyond his or her own training sessions. You can register for an ABN through the [Australian Government Business website](#). You can also register a specific [business name](#).

### 4. Permits

Check with your local council to see if you need a permit to train clients in local parks. Council will require a copy of your qualifications, insurance and professional registration. If you are using parks in different Council areas, you will need separate permits for each area.

### 5. Understand your rights

If you are employed by an organisation and are unsure about your rights as an employee in relation to contracts, pay rates, hours, awards and agreements, visit the then the [Australian Government Fair Work Ombudsman website](#).

### 6. Networks

Start building a referral network of allied health professionals that you can work alongside with. This is vital when you have a client that may have an issue outside of your scope of practice and realm of expertise. Physiotherapists, osteopaths, chiropractors and general practitioners are all valuable contacts.

### 7. Plan

Build a business plan to keep you on track. Your plan can be quite simple but will provide a structured strategy to reach your identified goals.

### 8. Call us

We have provided you with [a range of tools](#) to help you start signing up and training clients. Give us a call on 1300 784 467 if you have any questions.

