

Name: Colton Merrill, ATC, CPT		Grading Quarter: 1	Week 3 Beginning: August 19, 2024
School Year: 2024-2025		Subject: Sports Med 3- NASM Personal Training	
Monday	Notes:	NO SCHOOL	Academic Standards:
Tuesday	Notes:	<p>Objective:</p> <p>A system for learning about a potential client's needs to identify and present solutions for those needs.</p> <p>Lesson Overview:</p> <p>L4 Sales</p>	Academic Standards: 10.2
Wednesday	Notes:	<p>Objective:</p> <p>Marketing is the process of promoting a service for the purpose of communicating the features, advantages, and benefits of personal training to potential clients.</p> <p>Lesson Overview:</p> <p>L5 Marketing</p>	Academic Standards: 10.1
Thursday	Notes:	<p>Objective:</p> <p>Learn about how as a career in fitness progresses, it will be important to pursue additional education necessary to develop the skills and abilities to serve a wider range of client types.</p> <p>Lesson Overview:</p> <p>L6 Continuing Education</p> <p>Chapter 2 The Personal Training Profession Quiz</p>	Academic Standards: 10.2

Friday	Notes:	<p>Objective:</p> <p>Learn about how as a career in fitness progresses, it will be important to pursue additional education necessary to develop the skills and abilities to serve a wider range of client types.</p> <p>Lesson Overview: Objective:</p> <p>Lesson Overview: Section 1 Practice Test</p>	<p>Academic Standards:</p> <p>10.1 10.2</p>
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