

# Fitness/Aerobics Instructors



## DOES THIS DESCRIBE YOU?

**Work Interests** involve descriptive categories (compatible with Holland's Model) attributed to success in this career:

- **Social** – Involves working with, communicating with, and teaching people; providing service.
- **Realistic**—Involves work activities that include practical, hands-on problems and solutions; often dealing with plants, animals, and real-world materials like wood, tools, and machinery.
- **Enterprising** – Involves starting up and carrying out projects; often leading people and making business decisions that sometimes require risk.

**Work Styles** depict worker characteristics conducive for this career:

- **Dependability**
- **Self Control**
- **Concern for Others**
- **Integrity**
- **Cooperation**

**Work Values** are associated with aspects of work that provide satisfaction in this career:

- **Achievement** – Sense of accomplishment; results oriented.
- **Relationships**—Provide service to others in Noncompetitive environment.
- **Independence**—Autonomy; working on your own.

**Aptitudes** reflect an ability to acquire skills and knowledge for success in this career:

- **Gross Body Coordination**
- **Stamina**
- **Trunk Strength**
- **Extent Flexibility**
- **Oral Expression**

## OVERVIEW

Instruct or coach groups or individuals in exercise activities. Demonstrate techniques and form, observe participants, and explain to them corrective measures necessary to improve their skills. This career is part of the Human Services career cluster and Personal Care Services pathway.

## SKILLS & KNOWLEDGE NEEDED

### Basic Skills:

- Active Listening
- Speaking
- Instructing
- Service Orientation
- Social Perceptiveness

### Technology Skills:

- Accounting Software
- Calendar and Scheduling Software
- Data Base User Interface and Query Software
- Project Management Software
- Spreadsheet Software

### Knowledge:

- Customer and Personal Service
- Education and Training
- Psychology
- English and Training

## ESTIMATED & PROJECTED EMPLOYMENT

Occupational Title	2014 Estimated Employment	2024 Projected Employment	2014-24 Employment Change	Annual Growth Rate (%)	Total Annual Openings
Total, All Occupations	1,795,100	1,949,240	154,140	0.9	58,145
Personal Care & Service Occupations	55,530	62,200	6,670	1.2	2,050
Fitness Trainers & Aerobics Instructors	2,900	3,375	475	1.6	100

Source: <https://www.iowaworkforcedevelopment.gov/occupational-projections>

## 2017 WAGE & SALARY (\$)

Occupational Title	Mean Wage	Mean Salary	Entry Wage	Entry Salary	Exp Wage	Exp Salary
Total All Occupations	20.93	43,539	10.09	20,991	26.35	54,813
Personal Care & Service Occupations	12.05	25,068	8.42	17,519	13.87	28,842
Fitness Trainers & Aerobics Instructors	14.67	30,521	8.85	18,400	17.59	36,582

Source: <https://www.iowaworkforcedevelopment.gov/occupational-employment-and-wages>

## EDUCATION & TRAINING

Education	Work Experience	Job Training
High School Diploma	None	Short-Term On-The-Job

A diploma is required for most fitness and aerobics instructor positions. Licenses, certificates, and/or commissions may be required. Sources: <https://www.iowaworkforcedevelopment.gov/occupational-projections>, [https://www.bls.gov/emp/ep\\_education\\_training\\_system.htm](https://www.bls.gov/emp/ep_education_training_system.htm), and <https://www.iowaworkforcedevelopment.gov/iowa-licensed-occupations>

## NATIONAL CAREER READINESS CERTIFICATE (NCRC)

Skill	Median Skill Level	Minimum Skill Level	Maximum Skill Level
Applied Mathematics	4	4	4
Locating Information	4	4	4
Reading for Information	4	4	4
Applied Technology	n.a.	n.a.	n.a.
Business Writing	3	3	3
Workplace Observation	2	2	3
Listening for Understanding	3	3	3

An ACT assessment-based credential issued in determining essential work skills needed for employment success across industries and occupations. The greater the score, the greater the skill level (Bronze = 3, Silver = 4, Gold = 5, Platinum = 6 & higher). Source: <http://www.act.org/content/act/en/products-and-services/workkeys-for-employers/assessments.html>



## ADDITIONAL SOURCES:

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## PRIMARY INDUSTRY SECTORS

**(Where are Fitness/Aerobics Instructors Employed?)**

Civic, Professional Organizations  
Amusement, Gambling, and Recreation Industries  
Personal Services  
Educational Services

Source: <https://www.iowaworkforcedevelopment.gov/occupational-projections>