

**NATIONAL PERSONAL  
TRAINING INSTITUTE®**

**FLORIDA**

# VETERAN TRANSITION GUIDE

School Code: 25446110



Always  
Veteran  
Owned  
&  
Staffed

**NPTIFlorida.edu**  
**844-NPTI FIT**  
**(844-678-4348)**

**ORLANDO**  
3451 Technological Ave  
Suite 3  
Orlando, FL 32817

**TAMPA**  
8411 Sunstate Street  
Tampa, FL 33634





## Transitioning Veterans

I know you're excited.

You've been serving your country in the military for years. You've gone through rigorous training. You've possibly seen a deployment or three, or seven. You've spent many nights on duty in the barracks or even standing fire watch for hours.

You've been through a lot. Whether your experience was positive or negative, your life was changed when you took that oath. Now you're looking for a career in the civilian world.

When you were in boot camp, you were put through months of training to integrate you into the military culture and transform you from a civilian into combat readiness. Unfortunately, the same cannot be said for your transition back into the civilian world. For the most part, it's up to you to educate yourself and receive the needed training.

NPTI Florida has been a veteran owned, operated, and staffed educational facility for over 23 years. Owner and Navy veteran Patrick Sherman has been helping the veteran communities for over 30 years. We look forward to helping you with all of your transition needs.

Sincerely,

Patrick Sherman

### VA School Codes

Orlando:  
25446110  
Tampa:  
25X09610



# Military Veteran Fitness

If you are one of the 250,000 service members transitioning out of the military, or if you have already transitioned out and are still looking for a career change or help, this guide is for you.

For the past 23 years, NPTI FLORIDA has been helping veterans leaving the military or looking for a new direction. In doing so, NPTI has introduced these candidates to civilian employment with exciting careers in the Fitness Industry, as well as continuing education opportunities.





# Table of Contents

## SECTION 1: Transition Planning

- 1.1.....Top things military didn't teach you
- 1.2.....Key details for a successful transition
- 1.3.....Stress relief transition tips

## Section 2: Career Exploration

- 2.1.....Turning your passion into a paycheck
- 2.2.....Military values that translate to a fitness career
- 2.3.....Choosing your Fitness career and education
- 2.4.....Fitness job search rules to live by
- 2.5.....NPTI FLORIDA Alma Mater
- 2.6.....How to use your Post-9/11 G.I. Bill benefits



# Transition Training

## 1.1 Top Things the Military Didn't Teach You

You have completed your military contract, turned in your gear, submitted your terminal leave, filled out your medical discharge papers, and put on your civilian attire. This alone will not prepare you for the civilian work force. As a veteran-owned business helping veterans for 23 years, we know that there are a few items that the military didn't prepare you for.



- 1) Transition is not as easy as 1, 2, 3.
- 2) Civilian vacation days do **not** equal military leave days!  
The military is extremely demanding of your time while on active duty, yet you fail to appreciate the actual amount of time you are off. There are no “four-days” in the civilian world. There’s no sick call. There’s no “buddy” on staff duty to sign you out. Any time spent away from work is counted against you, and it adds up quickly.
- 3) It’s not all HOOAH!  
But in the Fitness industry, you will be passionate about your daily training schedule. You can incorporate inspirational speeches, blood pumping work-outs and Fitness motivation for your clients.

## 1.2 Key Details for a Successful Career in the Fitness Industry

1. **Look the Part** – Let's face it: the civilian sector is predominantly visual, and first impressions are key. There's no need to take out a personal loan to dress to impress; however, spending some money on well-made clothing and fitness attire is a great investment.
2. **Talk Like a Civilian** – The more you can clean up your vocabulary and manner of speaking, the better you will sound. Let's not forget to kick the habit of using typical military jargon.
3. **Ask Questions** – Learn to speak to individuals. Talking is an art and it will make you a lot of money in the near future.
4. **Show Interest** – This can be as simple as listening to your clients. You must show interest in active listening. Do not try to control the conversation.
5. **Learn to Relax** – You have applied for Personal Training jobs everywhere and are starting to think that you may never actually get hired. What are you supposed to do? Relax and follow up. The money will come.
6. **Read** – It's a proven fact that reading broadens your brain power and vocabulary. It will also increase your chance of success.
7. **Exercise** – Get your gym on. Practice what you preach and do for a living. You may even find a client or two while working out. Plus, it's a great chance for you to help others in the gym.
8. **Don't Settle** – You didn't graduate NPTI Florida for a job. A long-term **career** is what you're striving for, and we have the best career resources for our veterans. It's always easier to find more income while working for a Fitness Center. Every opportunity on your resume is a stepping stone in the right direction.
9. **Time Management** – You must learn time management. There isn't much in life that you can accomplish if you don't learn time management. This may seem easy to you as a Veteran, but civilian life is a different animal, and time will pass you by if you don't get a handle on it. Learn to make the most of your day.

## 1.3 Transitioning Out of the Service Industry and Into the Fitness Industry Stress-Free

Once you are home and back with family and friends, finding a suitable Personal Training position can be stressful. The pressures and difficulties of everyday civilian life are totally different than those associated with your military career. NPTI Florida can help reduce your stress with relief tips to get you to relax and stay focused on the main thing: **Making Money.**



### Plan Your Day

Get a daily routine similar to your military structure. Every night before going to bed, make a plan for the following day. Include tasks and items in priority order, and set a stretch goal for each day. This will help get you started the next day. Carry over any incomplete tasks to the next day.

### Take a Deep Breath and Relax

According to the American Institute of Stress, practicing deep breathing for 20-30 minutes a day increases the supply of oxygen to your brain. This will help calm you down.

**Unplug Your Devices:** Stop monitoring your emails, phone calls, text messages, and Facebook updates! Try focusing on having a conversation with your spouse or take some time to read. The blue light from an iPad, computer, or TV throws off melatonin production and has a horrible impact on your sleeping patterns.

**Get a Pet:** Companionship with a pet significantly reduces blood pressure and provides a mental health boost.

**Exercise- Practice What You Preach:** Daily exercise may increase the supply of oxygen-rich blood to your brain. This will help alleviate depression and anxiety.





## 2.1 Turning Your Fitness Passion into a Paycheck

1) **Have realistic expectations.**

Grow your business by demand, not by feel.

2) **Embrace the negative.**

You must be on top of your game.

3) **Never surrender! Ever.**

You know the deal. Never negotiate with terrorists. It's all about who wants the most and who can hold out the longest. Never settle for less than what you need or are worth. Period.

**VA School Codes**

**Orlando: 25446110 Tampa: 25X09610**





## 2.2 Military Experience That Translates into a Fitness Career

You may have to flush your military job and skill set. It may not help in the Fitness industry. Many military jobs do not translate into a civilian world. “My neighbor has never called me over to detonate a bomb on a Sunday morning.” Get what I mean? Those specific skills are likely to be left in the past. However, those of us who have served have developed the following military values, usually under massive stress and shitty situations.

The following are a few values that will help you in the civilian world:

- 1) Always be early. (First to the gym, last to leave)
- 2) Integrity
- 3) Teamwork
- 4) Strong Work Ethic
- 5) Sales= Income/Revenue



## 2.3 Choosing Your Fitness Career and Education

Congratulations! Just the fact that you've chosen to look into the personal training industry tells us that you're already well on your way to an exciting new career.

At NPTI, we understand that deciding where and how to pursue higher education is an important and life-changing decision. This guide is designed to help you evaluate your financial options when it comes to NPTI.

Getting into the health and wellness industry is a great choice. I can't think of a more rewarding and satisfying career. The personal training industry is in high demand and is set to increase over the next few years. In fact, the U.S. Department of Labor predicts a 24% growth in the field through 2026.

Do you have a passion for fitness? NPTI can train you to the highest level.

### Personal Training Industry Outlook

**Median pay:**

**\$56,000**

**Top pay:**

**\$128,000**

**10-year job growth:**

**24.0%**

**Total jobs:**

**251,400**





## 2.4 Fitness Job Search Rules to Live By

- 1) Have a sound resume that highlights your skills while de-militarizing the details. Think beyond the specific function of the job you had in military service and instead focus on the skills you developed in that role.
- 2) Always contact the decision maker the Hiring Manager. Make sure you are interviewing with the correct person in the targeted company
- 3) Prior to the interview
  - a) Research the company and job responsibilities
  - b) Practice possible questions you may be asked during the interview.
  - c) Reach out to your references in advance and let them know they may be contacted by your potential employer.
- 4) Emphasize your dedication to the job. Help your prospective employer recognize your dedication and loyalty to your country will equal a dedicated and loyal employee.
- 5) Don't be a super hero. Be humble while expressing your superior qualities, education, and experience.
- 6) Your job each day is to find employment. Approach your job search like you would your work each day.
- 7) Follow up. Send a Thank you note to restate your interest in the position and follow up the day the interviewer suggests.

**For additional support visit: VA Interview Technique Guide**





## 2.5 NPTI Florida Alma Mater

Your Alma Mater is NPTI Florida, the educational school you graduated from. Protect your Alma Mater as if she were your loving foster mother (which is the Latin meaning of the word “Alma Mater”).

Protect her and all of your classmates as if they were your sister and brother: because all of you own the future in Fitness, each needing the other from time to time. Speak well of your Alma Mater for she is the only Alma Mater of her kind you will ever have in the Personal Training industry.

Keep in touch and utilize each other for references and industry job contacts. Most importantly, “Never burn a bridge.” The Fitness industry is extremely small and you may need to call in a reference or favor in the near future.





## 2.6 How to Use Your Post-9/11 G.I. Benefits

If you have at least 90 days of aggregate active duty service after September 10, 2001, and are still on active duty, or if you are an honorably discharged Veteran or were discharged with a service-connected disability after 30 days, you may be eligible for the Post-9/11 GI Bill, a U.S. Department of Veterans Affairs' administered program.


But do you really understand your Post-9/11 GI Bill Benefits? Do you realize what financial support is available for you and your family?

As you're beginning your separation from the military and head to school, we're sure you have questions and we have answers.

### **Where can you apply for VA benefits?**

Applications are available through the VA at [www.gibill.va.gov](http://www.gibill.va.gov).

**NPTI Florida Veterans are also eligible for Federal Financial Aid Programs such as Free Grants and Student Loans.**

A photograph of a smiling African American man in a military uniform, wearing a camouflage jacket and a matching cap. He is looking directly at the camera.

**NPTI Florida**  
**VA School Codes**  
Orlando:  
25446110  
Tampa:  
25X09610



## Who's eligible?

- Those with 90 days of aggregate service after September 11, 2001, or
- You received a Purple Heart on or after September 11, 2001, or
- Those who have been discharged with a service-connected disability after 30 days
- Honorably Discharged

Check Your GI BILL STATEMENT OF BENEFITS for more information



## Are dependents eligible?

The Post-9/11 GI Bill does offer some service members the opportunity to transfer their GI Bill to dependents.

## What benefits can I get through the Post 911 GI Bill (Chapter 33)?

- Tuition and Fees - *Paid to the School*
- Money for Housing - *Paid directly to the Veteran*
- Money for Books & Supplies - *Paid directly to the Veteran*

## Do these benefits expire?

Depends on when you were discharged

- If your service ended before 1/1/13: benefits expire 15 years after your last separation date from active service. Use it or lose it by that date.
- If your service date ended after 1/1/13: Your benefits will not expire!!!

Visit  
[benefits.va.gov](http://benefits.va.gov)  
for more  
information.







For 21 years, NPTI Orlando and Tampa have set the standards in Personal Training Education, with thousands of graduates worldwide who positively impact the lives of clients around the globe.

### Get Started Today!

If you are determined to become a professional personal trainer, then don't delay or wait another day. Get started today! Every day you wait is another day you didn't follow your dream career.

### Accessing Your VA Benefits

Here is the link that can provide you with useful information regarding your VA benefits:  
<https://www.ebenefits.va.gov/ebenefits/vonapp>

Here are some VA phone numbers that you may find helpful, for follow-up purposes:  
<https://www.ebenefits.va.gov/ebenefits/contact>

In addition, here is a link to the Military Education Benefits Handbook:  
[http://media.wix.com/ugd/f34834\\_887af1c98a2e4774964a10ce76b64a59.pdf](http://media.wix.com/ugd/f34834_887af1c98a2e4774964a10ce76b64a59.pdf)

**Call an Admissions Representative today!**  
**844-NPTI-FIT**

For Orlando, 407-772-0057 or email at [admission@nptifl.com](mailto:admission@nptifl.com).

For Tampa, 813-374-2017 or email at [Tampa@nptifl.com](mailto:Tampa@nptifl.com).

[www.nptiflorida.edu](http://www.nptiflorida.edu)

Socialize with Us!



# NATIONAL PERSONAL TRAINING INSTITUTE®

## FLORIDA

NPTI Florida supports our Community and our Veterans.

