



**Fitness Test & Fitness Championships
for a positive gym experience**

THE STC OR SPE CONCEPT

CONTENTS

1	STRENFLEX® – INTRODUCTION	3
1.1	GENERAL	3
1.2	TARGET GROUPS	4
2	STRENFLEX® FITNESS TEST CENTER (STC) AND PERSONAL EXAMINER (SPE)	5
2.1	WHAT DOES STRENFLEX® MEAN FOR THE GYM, PERSONAL TRAINER AND OTHERS?	5
2.2	INDIVIDUAL vs. GROUP TRAINING	6
2.3	SYNERGIES	6
3	STRENFLEX® Benefits	7
3.1	GENERAL	7
3.2	CERTIFICATION	7
3.3	TRAINING COURSES	7
3.4	ADDITIONAL COURSES	8
3.5	STC CHAMPIONSHIPS	8
4	STRENFLEX® – THE STC OR SPE'S RESPONSIBILITIES	9
4.1	DUTIES OF THE STC OR SPE	9
4.2	OPTIONAL – THE INFO-WORKSHOP	9
5	STRENFLEX® – COSTS AND BENEFITS	10
5.1	BENEFITS FOR STC OR SPE	10
5.2	MEMBER BENEFITS	10
5.3	STC OR SPE - COSTS	11
6	ADDRESS & CONTACTS	12
6.1	ADDRESS	12
6.2	CONTACTS	12



1 STRENFLEX® – INTRODUCTION

1.1 GENERAL

STRENFLEX®, the new fitness test & fitness decathlon concept, is based on the following three pillars:

STRENGTH – ENDURANCE – FLEXIBILITY.

STRENFLEX® provides the basis for

- Measuring fitness levels (fitness test with sport badge)
- A comprehensive fitness training program for the fitness minded
- Well-being and improved performance
- A range of additional services through goal-oriented training in the gym
- Communicating the message fitness for everyone”

STRENFLEX® training can easily be carried out in every gym. Exercises are based on individual training plans and they address muscles that are needed daily, right through to old age. Exercising these muscles benefits every man and woman because a trained body is more resilient and requires much shorter regeneration times as opposed to the untrained.

People pursuing STRENFLEX® exercises build up levels of strength, endurance and flexibility that enable them to effortlessly get out of bed or a chair, dress themselves without a home help and enjoy an active, independent life right into old age.

Those who want to go beyond the STRENFLEX® training concept may use the STRENFLEX® fitness test to demonstrate their strength, endurance, and flexibility. Similar to the sports badges awarded in disciplines such as swimming, combat sport and Winter sport, this test can be used by everyone to upgrade from one target to the next. STRENFLEX® Sport Badges too, are available in bronze, silver and gold categories. Depending on the individual fitness level, the (non) athlete can control his/her training and enjoy increasing scores on his or her fitness record. In addition, the STRENFLEX® Sport Badge provides easy to see evidence of correct training. STRENFLEX® may be used in the gym in the areas of training and measurable fitness objectives:

In the training area:

STRENFLEX® may be integrated seamlessly into the training area whilst using the existing infrastructure and personnel most efficiently. Also, a comprehensive fitness training programme, as promoted by STRENFLEX®, ensures better utilisation of the group courses on offer and makes optimal use of the equipment for strength and endurance training.

In the area of measurable fitness objectives:

a) Fitness test

The fitness test enables specific performance targets to be set and the test can be taken by both new and existing members. In order to achieve a sport badge, attainment of the required level of performance will be tested. Requirements are based in part on the OPEN competition rules. STRENFLEX® boasts many benefits and is increasingly used by gyms as an entry test enabling people to recognise their weaknesses, thereby equipping them with the means to overcome them, and to work on their flexibility and endurance, a particularly important issue in old age.

(Roland Blum, 60 year old owner of Baregg Gyms, STRENFLEX Fitness Magazine, issue 8, p.25, 2004)

b) Competition

STRENFLEX® has been designed to offer a programme that meets today’s requirements and needs of clients of all ages. Its competition format makes it a transparent and exciting event for spectators. The STRENFLEX® ranking system is clear and transparent and can easily be understood by spectators, contestants and coaches alike. Interested people may compete both within and outside the gym, in their age and weight categories, and measure their performance either to the OPEN or to the MASTERS competition rules.

It is clear that people have reached the required level of fitness when they achieve one of the sport badges.

It is also true that there are no limits to on-going performance assessment, even as a person's performance continues to increase. This is optional however, because participating in international competitions against other nations surely won't appeal to everyone. For those people who do want to take their sporting performance to higher realms there is a wide range of possibilities for them to continue with their training and match themselves against sportsmen and women on a regional, national and even an international level. This provides a huge motivational boost for them to continue to train hard. No-one who has fulfilled the requirements for the award of a Gold badge will be excluded from any STRENFLEX® competition – regardless of their age or their weight class. Is there anything more wonderful than being able to impress your own grandchildren at the age of 60 with the STRENFLEX® Ladies World Champion title? That's exactly what Rosmarie Thoma, in the age category 60 plus, did. She regularly trains to develop her body musculature and recently summed it up nicely when she spoke to a reporter, *"Because strength, flexibility and endurance can be measured I can concentrate on improving my weaknesses with pinpoint accuracy and optimise my training sessions. That really motivates me to go on."*

(Rosmarie Thoma, 60 years, STRENFLEX® Ladies World Champion 2004, in an interview with the Tagesanzeiger daily on 23.10.04).

1.2 TARGET GROUPS

Every healthy person, regardless of age and sex can take part in this sport because the STRENFLEX® philosophy is that of a comprehensive fitness training program. For beginners, the buildup training is broken down into small steps with individual goals. The customer can work his or her way up from an untrained to a trained condition through the steps of the Bronze, Silver and Gold badges.

Experience gained over the last few years shows that around 97% of a gym's members make up the target group for the fitness test. Between 4% and 10% of the customers are interested in the OPEN Championships and around 3% participate in the MASTERS, the Rolls Royce class of fitness championships.

STRENFLEX® winners are not just in their 20's and 30's, they are also 60 and older. That's good because we have at last found a product that works for everyone. The division into weight classes makes the competition fairer and takes into account an increasingly growing fringe group in the fitness scene – the overweights.

The primary classification is based on the following age groups (classification according to year of birth):

- Category I 18 – 34 years
- Category II 35 – 49 years
- Category III 50 – 59 years
- Category IV 60 years + above

The competition exercises are the same for all age classes because these principally comprise basic exercises. From age category III age-related physiologic changes are taken into account and some of the required exercises are carried out in a simplified form. There are in addition, 10 weight classes.

The youth and junior classes are divided into three age groups - 12 – 13, 14 – 15 and 16 – 17 years.

The OPEN competition rules apply to the youth and junior age groups. These rules account for the physiologic changes that young people undergo and are used at a variety of events, associations, sports groups and school sports meetings. These junior participants are tomorrow's gym members. The fitness test forms the basis of the competition rules. It should be carried out in preparation for the competition and allows young people's technique to be assessed.

(The competition rules are available for free download from www.strenflex.org)

2 STRENFLEX® FITNESS TEST CENTER (STC) AND PERSONAL EXAMINER (SPE)

2.1 WHAT DOES STRENFLEX® MEAN FOR THE GYM, THE PERSONAL EXAMINER AND OTHERS?

THE TRAINING EXPERIENCE

Clients don't only participate in a course because they want a really thorough workout and have some fun – they also want to set themselves a definite objective. Through purposeful, goal-oriented training sportsmen and women gain a better perception of their own bodies allowing them a positive, healthy fitness training session. His or her physical activity becomes a measurable physical fitness attribute.

QUALITY ENHANCEMENT

"A gym that purposefully enhances the quality of its service by introducing performance measurement as a further dimension, thereby offering something extra for those who want to "measure" themselves against others, is a gym that is focussed on the future. Previously, there were no competitions that were fitness-specific in their approach. The strength sports are not sufficiently geared to a wider market – they are too one-sided, and the pure endurance events (marathons etc.) do not take the core business of the fitness centre industry, i.e., strength training, into consideration. The new entrant to the market, STRENFLEX®, is showing enough promise to fill this gap. Simple from every angle, yet broad enough to cater to all requirements."

(Paul Eigenmann, QUALITOP Managing Director; Fitness-Tribune No. 88, February 2004)

EXTENDED RANGE OF SERVICES

Gyms that include STRENFLEX® as part of their service will profit. Regular STRENFLEX® events will make the gym or other sports organisations (e.g. health centres, gymnastic clubs etc.) a preferred location for training for goal and sports-oriented clients. The fitness test can be offered during the course of a fitness day and in addition, regular gym championships can become events that clients will remember their whole life long.

INCREASING ATTRACTIVENESS

STRENFLEX® Fitness Test Centers (STC) or STRENFLEX® Personal Examiners (SPE) offer sportsmen and women an opportunity to compare their performance. The possibility of gaining a sport badge and measuring their performance against others in competition is fun and is one of the big motivating factors. The goals are achievable and realistic but require regular training for success. This brings fresh activity into the gym and promotes a community feeling with real team spirit.

GOAL-SETTING

Our sixty year-old Rosmarie Thoma persevered in the gym – twice a week for seven years – and still didn't really get where she wanted. Then she discovered STRENFLEX®: *"Because strength, flexibility and endurance can be measured I can concentrate on improving my weaknesses with pinpoint accuracy and optimise my training sessions. That really motivates me to go on."*

(Rosmarie Thoma, 60 years, STRENFLEX® Ladies World Champion 2004, in an interview with the Tagesanzeiger daily on 23.10.04).

WINNING and RETAINING CUSTOMERS

Not all clients workout at the gym because of a medical condition, because they are overweight or because they are using the training as a basis for another sport. STRENFLEX® is therefore, ideally placed in the fitness sector for sports oriented people. Many beginners don't like the idea of much of what is currently available, e.g., regular training on exercise machines and group training, which they find lacking in goals and orientation. STRENFLEX® opens up this client group – i.e., those sports oriented people – and therefore helps the gym or other sports organisation to maintain membership levels and greatly reduce the membership attrition rate. A regularly held fitness test would motivate clients to maintain membership at their gym etc. on the one hand and fulfil their actual needs on the other. Rosmarie Thoma achieved her first successes even before she participated in the World Championships: *"After a long period of unsuccessful attempts I can now do them: Chin-ups!"*

DEVELOPING NEW TARGET GROUPS

Our industry must capture new customers and not concern itself overly with attrition, i.e. attracting lapsed members from other gyms. The goal of STRENFLEX® is to win over the market segment comprising those who love to exercise and that group of sports-oriented people.

EVENTS

Gym members are able to prove their fitness level at the STRENFLEX® fitness test days or during competitions. The competitions may be further developed in many respects – "Fittest Newcomer of the Year", "Fittest Gym in the City... the Region...", etc. The OPEN competition rules are applied during the Gym Championships, the City and Regional Championships and at the Europe and World Cups. The MASTERS competition rules come into play at the European Championships and the World Championships.

2.2 INDIVIDUAL vs. GROUP TRAINING

STRENFLEX® can easily be integrated into the training area whilst making optimum use of the existing infrastructure and personnel.

STRENFLEX® as a sport for **individual coaching** also provides the optimum challenge and motivation when it comes to personal training. Individual coaching can be offered in any situation where the trainer's or instructor's time is not fully utilised (e.g. off-peak times). The preparation of a training programme, progress tracking, ensuring the proper execution of the exercises – all of these tasks should already be included in the service provided by the gym. STRENFLEX® delivers an additional stimulus and motivation in the area of performance comparison – measurable fitness with worthy prizes: The Bronze, Silver and Gold Badges.

Group training with STRENFLEX® can be used to make quiet and off-peak times productive. Alongside group sessions in the gymnastics room STRENFLEX® can also be offered as a form of group or circuit training in the exercise room. The group dynamics brings about an additional increase in motivation and desire to perform. Moreover, a feeling of intense and personal care is conveyed to several people at the same time. A further positive aspect is that it encourages camaraderie and the feeling of achieving a joint goal.

2.3 SYNERGIES

Alongside the issue of membership retention, membership acquisition and encouraging the growth of community spirit, STRENFLEX® can also bring further positive synergies to gyms:

2.3.1 Fitness Sport Badge

2.3.1.1 By conducting fitness tests, the gym may sell sport badges to their members. Each member that passes this free* test may purchase a sport badge in Bronze, Silver or Gold. Of the €15 / CHF22.50 purchase price, €5 / CHF7.50 goes to the Strenflex Fitness Test Center and €10 / CHF 15 goes to the STRENFLEX® Sports Organisation.

2.3.1.2 *Only the first test, whether Bronze, Silver or Gold, is free of charge. For all subsequent tests a fee of €15 (CHF 22.50) will be charged per test. Of this, €10 / CHF15 goes to the STC or SPE and € 5 / CHF7.50 goes to the STRENFLEX® Sports Organisation.

Validity period of the fitness sports badge: Bronze 1 year - Silver 2 years - Gold 3 years

2.3.1.3 For special promotional days, the STRENFLEX® Sports Organisation offers the free Basic Fitness Test. Interested gyms and others may also register as Strenflex Basic Fitness Test Center (SBC) for a short period of time. For more information please send an email to admin@strenflex.org

2.3.2 Drinks sales at the bar

Mineral drinks, protein shakes etc., take on a new importance through the increased level of fitness training taking place. Even chatting about fitness at the bar over a glass of fruit juice or a cup of coffee helps to increase sales.

2.3.3 Sale of nutritional supplements

Members who workout hard and purposefully take a greater interest in the nutritional requirements of their bodies. With proper professional advice, sales of nutritional supplements can be substantially increased.

2.3.4 Course capacity utilisation

The comprehensive fitness training programme also means that courses will be attended more frequently. For their fitness programme athletes will also require courses in stretching, yoga, body pump, indoor cycling and BMS POWER PLATE training to provide a balance.

2.3.5 Solarium use

A good tan shows a well trained body to advantage and makes a healthy impression.

3 STRENFLEX® Benefits

3.1 GENERAL

- 3.1.1 STC/ SPEs are listed on the website (www.strenflex.org) and may be linked with their own websites if they have one.
- 3.1.2 STC/ SPEs receive two copies, with photos, of the OPEN and MASTERS competition rules. This is an abridged version of the competition rules that can be displayed in the gym. (The full rules are available for download from our website)
- 3.1.3 STC/ SPEs receive guidance along with the requirements for the fitness test.
- 3.1.4 STC/ SPEs receive guidance for holding Gym Championships.
- 3.1.5 STC/ SPEs receive special discounts on STRENFLEX® merchandise.
- 3.1.6 Should the STC or SPE wish to purchase STRENFLEX® Championship Sets (SCS) (including guidance on DVD), it will receive a 25% discount. Cost of carriage is not included. The gym may advertise itself as an SCS Agent.
- 3.1.7 STC/ SPEs will receive regular news updates by e-mail. Invitations to events will also be sent.
- 3.1.8 STC/ SPEs will receive a password with which they can enter the STRENFLEX® website. There is a members only area that contains further help and support in the form of competition videos shot at various championships, photos, logos and sample text (e.g. how do I advertise a championship) and much more. All of the necessary printed matter for Gym Championships and the fitness test are also available for download (score sheets, certificates). (This page is currently under construction).
- 3.1.9 STC/ SPE receive a STRENFLEX® sticker for the door and a certificate confirming that they are recognised as an authorised STRENFLEX® gym. The square shaped STRENFLEX® logo may be used for the gym's own printed matter.

Conditions: The logo may only be used for as long as the gym remains certified by STRENFLEX®.

3.2 GYM CERTIFICATION

Training and quality are the principal factors for success. It is therefore important that instructors and trainers are able to effectively communicate the philosophy behind STRENFLEX®.

In order to inform future STRENFLEX® instructors and trainers of the object and goal of the sport there is a half-day Promo-Gym training course. Alongside explaining the rules and exercises the course also deals with marketing aspects. During the workshops participants must undergo the fitness test and achieve the Bronze badge as a minimum. Once the training course has been completed the gym will then be STRENFLEX® certified for one year. In order to ensure that the standards required of Fitness Test Centers are maintained, the gym must apply for re-certification on expiry of this time period. At this occasion, the Strenflex Personal Examiner must undergo the test again: Every year for Bronze, every two years for Silver and every three years for Gold. We will ensure you receive all the information you require during the half-day Promo-Gym training course. Further additional training is explained in the following chapter.

A gym will only be certified as a Strenflex Fitness Test Centers if its instructors have applied for the necessary qualifications and have completed the required training courses, and/or have applied for recertification.

3.3 STC/ SPE TRAINING COURSES

The STC may, at its own cost, have one or several trainers attend a collective training course at a STRENFLEX® Fitness Test Workshop (STW) enabling them to become SPEs who can then provide interested members detailed information about STRENFLEX® and conduct official fitness tests. The cost for a STW held in form of a collective training course (duration approx. 6-8 hours, max. 2 participants and max. 3 persons per gym) is €150 (CHF225) per person. In the case of in-house courses held at the STC, any additional costs (petrol receipt, train or air ticket) plus any costs for accommodation and meals that may be incurred will be invoiced. A digitale metronome for carrying out cardio tests may be purchased from STRENFLEX® at a cost price of €9 (CHF 29). At least one of the STC employees must be licensed by STRENFLEX® as responsible SPE. He/she will then be trained in the use of the STRENFLEX Internet software to ensure a smooth process, i.e. from entry of the Fitness Test participants onto the system to the printing of the official STRENFLEX® Fitness Test certificate (including the STC's name). (STRENFLEX reserves the right to request evidence of relevant industry-specific diplomas held by the course participants.)

3.4 ADDITIONAL COURSES

STRENFLEX® Referee (SJG)

Anyone who is enthusiastic enough and wants to actively be part of the competition scene, but does not wish to participate as an athlete, can train as a referee for national and international STRENFLEX® competitions. Candidates should be able to objectively and impartially judge sporting performance according to clearly defined rules. Candidates are required to first participate in the basic training course.

Strenflex Fitness Test Centers that register five or more members for a championship must provide a referee.

Duration: 2 days

Cost: € 250.- (CHF375.-)

3.5 STC CHAMPIONSHIPS

STC Championships, which should be held at least once a year, allow the **STC** to offer their members competitive activities with proper rules. The championship promotes the feeling of belonging to a group and opens up the possibility for members to participate in group activities as athletes, sport trainers, spectators, referees or assistants. The championship provides the motivation for regular training. Through performance reviews, where possible by an in-house referee, the competitor is able to assess his or her performance. This should also be considered an integral part of the preparation for regional, national and international championships.

Here, STRENFLEX® provides support in the following issues:

- Provision of a chief referee (contribution to expenses required) – should the Promo-Gym not have its own STRENFLEX® referee
- Provision of score sheets (as copy template in the ringbinder or on our website)
- Provision of certificates (in future on our website)
- Sale of competition gym equipment (SCS) - a Promo-Gym receives 25% discount
- Sale of STRENFLEX® sportswear
- Announcements of the Gym Championship on the official website
- Reports in the STRENFLEX® Fitness Sport Magazine (applies only to Promo-Gyms in German-speaking Europe)
- Reports on the official website www.strenflex.org
- Support by our office staff in case of questions or via e-mail: admin@strenflex.org

Gyms may select different forms of competition for the Gym Championships. The different competition modules are listed in the ringbinder and will be explained during the training course. The criteria for preparing for and holding the Gym Championships are also contained in the ringbinder.

4 STRENFLEX® – THE STC OR SPE'S RESPONSIBILITIES

4.1 DUTIES OF THE STC OR SPE

- 4.1.1 Paying the annual subscription fee for STC or SPE (prices see under 5.3.1).
- 4.1.2 Displaying the official STRENFLEX® certificate in the gym and affixing a sticker to the door.
- 4.1.3 Sending trainers and instructors from within their own gym to the Promo-Gym training course and training of a referee (who may also function as SPE).
- 4.1.4 All staff shall be informed about STRENFLEX® so that they are able to talk knowledgeably to prospective customers.
- 4.1.5 Lay out application forms for STRENFLEX® membership in the gym.
- 4.1.6 Solicit customers to take the fitness test and administer the test.
- 4.1.7 Hold an annual Gym Championship according to STRENFLEX® guidelines and in the presence of an official STRENFLEX® referee at the Promo-Gym's cost should they not have their own referee.
- 4.1.8 Paying the course fees (for price see under 5.3.2.) plus expenses and the costs for hotel accommodation and meals during Gym Championships where an external referee is in attendance

- 4.1.9 At least one representative of the new STC must attend a STRENFLEX® Fitness Test Workshop (STW). Upon completion of that workshop the attendee is certified as a STRENFLEX® Personal Examiner (SPE). The SPE must also undergo the fitness test during the workshop and must, as a minimum, meet the requirements for the Bronze badge. The STC is then entitled to conduct the STRENFLEX® Fitness Test. The STRENFLEX® Fitness Test is free for all. (Exception see 2.3.1.2)

Once the Strenflex Fitness Test workshop has been completed the STC will then be STRENFLEX® certified for one year. In order to ensure that the standards required of Fitness Test Centers are maintained, the SPE must apply for re-certification on expiry of this time period. At this occasion, the Strenflex Personal Examiner must undergo the test again: Every year for Bronze, every two years for Silver and every three years for Gold. The Strenflex Fitness Test is free of charge for all.

- 4.1.10 Gym members who participate in STRENFLEX® Championships outside gym championships must be members of the STRENFLEX® association.

Conditions: €60/ CHF90 per member and year. Once payment of the next annual subscription has been received, membership is automatically extended for a further year.

- 4.1.11 The Strenflex Fitness Test Center undertakes to provide a referee when five or more athletes have registered to participate in a championship.

4.2 OPTIONAL – THE INFO-WORKSHOP

A Promo-Gym is entitled to hold STRENFLEX® Info-Workshops for its members with no restrictions. Instructors should be capable of leading a workshop for members on the basis of what they learned at their basic training and the materials they received there. The duration of the workshop shall depend upon the number of participants, but should be at least two hours.

Conditions: In order to be entitled to hold an Info-Workshop at least one of the trainers must have attended the Strenflex Fitness Test Workshop (STW) (see para. 3.3). Only gym members are entitled to attend Info-Workshops.

Material:

- Fitness Test brochure (download from the official website)
- Competition rules (download from the official website)
- Official STRENFLEX® Championship Set or in-house equipment for carrying out the exercises. In-house equipment must first have been approved by a STRENFLEX® official agent or by a certification agent.

5 STRENFLEX® – COSTS AND BENEFITS

5.1 BENEFITS FOR STC OR SPE

Alongside the multifaceted aspects discussed in paragraph 2.1, we would like to highlight the following additional cost-benefit factors:

- 5.1.1 **Low additional costs:** The acquisition of the Championship Set is not obligatory but recommendable. The gym's existing equipment and group fitness classes are often adequate for the additional training.
- 5.1.2 **New target groups and new members:** STRENFLEX® attracts people to the gym who were previously unenthusiastic about fitness in general. Men and women of all ages who are sports oriented (just consider the thousands of existing sports association members) and who need a goal because their current unbalanced training does not provide the motivation they require.
- 5.1.3 **Social aspects:** Both fitness tests and championships promote team spirit. Events organised in or outside the gym are platforms for get togethers and exchange. The generation gap is being actively dismantled. Young and old are working out together.
- 5.1.3 **Events:** Gyms that position themselves as STRENFLEX® Promo-Gyms today and regularly offer fitness tests and championships are creating a sporting home for their members. Customer retention will increase and the membership attrition rates will be lower.
- 5.1.4 **Increased turnover:** Nutritional supplements, retail merchandise, Polar heart rate monitors etc.; those who workout hard and purposefully take a greater interest in the nutritional requirements of their bodies.
- 5.1.5 **Good image:** STRENFLEX® is a clean sport without a dark side (doping).
- 5.1.6 **Advertising:** Regardless of whether it's awarding Sport Badges, holding Gym Championships or showcasing title holders of national or international championships, STRENFLEX® serves as an excellent public relations tool for gyms.
- 5.1.7 **Membership acquisition:** Each STRENFLEX® Sport Badge and each championship creates a line-up of lucky winners who generate valuable word-of-mouth recommendations for the gym when they tell friends and family of their success.
- 5.1.8 **Lower membership attrition rate:** Gyms that position themselves as STRENFLEX® Personal Examiner today and offer regular Fitness Tests or Championships are creating a sporting home for their members. Customer retention will increase and the membership attrition rates will be lower.
- 5.1.9 **Course capacity utilisation:** Members that are training for STRENFLEX® competitions will also want to attend other courses in body pump, indoor cycling, stretching and yoga, to benefit from balanced training.
- 5.2 **MEMBER BENEFITS**
 - 5.2.1 **A sport for everyone:** Even without an athlete's background, everyone can achieve a STRENFLEX® Fitness Sport Badge with just a few months' training
 - 5.2.2 **Challenge:** The STRENFLEX® Gym Championship offers competition-minded athletes an excellent platform for self-motivation.
 - 5.2.3 **Health:** Combined strength, endurance and flexibility training ensures a balanced programme that benefits muscles, the cardio-vascular system and all vital body functions.
 - 5.2.4 **Reassurance:** Unimagined 'highs' for every member once they manage a chin-up or dip for the first time. Practical experience shows that more than 90% of gym members and instructors can't even manage a single dip or chin-up!
 - 5.2.5 **Performance review:** Based on the fitness test, gym members may assess their individual performance and set their own training targets. Winning the Sport Badge is a measure of performance allowing a new target to be defined.
 - 5.2.6 **Motivation:** The competitive character of STRENFLEX® is an important motivational factor especially for people who want more motivation than fitness training alone can provide.

- 5.2.7 Camaraderie:** New members and people wanting to feel at home in sports can easily become integrated into the STRENFLEX® family.
- 5.2.8 Gym loyalty:** The fitness test allows new members to be assessed and provides them with the motivation **to win a badge within a defined period of time.**
- 5.2.9 Recognition:** Due to the numerous classifications available, gaining a title isn't that difficult at all.
- 5.2.10 Self-confidence:** *"Strength, stamina, flexibility, co-ordination coupled with interest, knowledge, exiting perspectives for the future and a sense of social belonging helps young and old to be self-confident, secure and motivated."*

(Ueli Schweizer, Training Manager at Safs, STRENFLEX® Vice-World Champion 2004; Fitness-Tribune No., 93, January 2005)

5.3. STRENFLEX FITNESS TEST CENTERS OR STRENFLEX PERSONAL EXAMINER – COSTS

5.3.1 Membership costs

A Strenflex Fitness Test Center will pay an annual membership fee of €120.- / CHF180.-. The annual fee includes membership for one SPE as well. For additional SPEs employed by the STC (e.g. gym chains) the STC pays an annual membership fee €60 (CHF 90) each.

Independent personal trainers pay a membership fee of €90 (CHF120).

Other trainers (e.g. school trainers, fitness instructors) pay €70 (CHF105)

Membership will be automatically extended by a further year should no cancellation be received by registered post at least 6 weeks before the end of the current subscription year.

Gym members that enter a STRENFLEX® Championship following their participation in a Gym Championship must be members of the STRENFLEX® Organisation. Annual membership costs €60 / CHF90. Once payment of the next annual subscription has been received, membership is automatically extended for a further year. There is no period of notice for association members.

5.3.2 Course costs

STRENFLEX® Fitness Test Centers (STC) may, at their own cost, have one or several trainers attend a collective training course at a STRENFLEX® Fitness Test Workshop (STW) enabling them to become SPEs who can then provide interested members detailed information about STRENFLEX® and conduct official fitness tests. The costs for a STW held in the form of a collective training course (duration approx. 6-8 hours, max. 2 participants and max. 3 persons per gym) are €150 (CHF225) per person. In the case of in-house courses at the STC, any additional costs (petrol receipt, train or air ticket) plus any costs for accommodation and meals that may be incurred will be invoiced.

6 ADDRESS & CONTACTS

6.1 ADDRESS

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**Weitere Informationen, Wettkampfergebnisse und Fotos
unter www.strenflex.org**