

Quiz Policies

Eligibility

The NCSF online quizzes are open to any currently certified fitness professional, 18 years or older.

Deadlines

Course completion deadlines correspond with the NCSF Certified Professionals certification expiration date. Students can obtain their expiration dates by reviewing either their certification diploma or certification ID card.

Cancellation/Refund

All NCSF continued education course studies are non-refundable.

General Quiz Rules

- You may not have your quiz back after sending it in.
- Individuals can only take a specific quiz once for continued education units.
- Impersonation of another candidate will result in disqualification from the program without refund.

Disqualification

If disqualified for any of the above-mentioned reasons you may appeal the decision in writing within two weeks of the disqualification date.

Reporting Policy

You will receive your scores within 4 weeks following the quiz. If you do not receive the results after 4 weeks please contact the NCSF Certifying Agency.

Re-testing Procedure

Students who do not successfully pass an online quiz have the option of re-taking. The fees associated with this procedure total \$15 (U.S) per request. There are no limits as to the number of times a student may re-test.

Special Needs

If special needs are required to take the quiz please contact the NCSF so that appropriate measures can be taken for your consideration.

Quiz Rules

What Do I Mail Back to the NCSF?

Students are required to submit the quiz answer form.

What do I Need to Score on the Quiz?

In order to gain the .5 NCSF continued education units students need to score 80% (8 out of 10) or greater on the CEU quiz.

Where Do I Mail My Quiz Answer Form?

You will mail your completed answer form to:

NCSF

Attn: Dept. of Continuing Education

5915 Ponce de Leon Blvd., Suite 60

Coral Gables, FL 33146

How Many CEUs Will I Gain?

Professionals who successfully complete the any continuing education quiz will gain .5 NCSF CEUs per quiz.

How Much does each quiz cost?

Each quiz costs the student \$15.00.

What Will I Receive When The Course Is Completed?

Students who successfully pass any of the NCSF online quizzes will receive their exam scores, and a confirmation letter.

How Many Times Can I Take The Quizzes For CEUs?

Individuals can take each NCSF quiz once for continuing education credits.

There have been white papers written, presentations by the Surgeon General, reports by the CDC and NIH, and even financial analysis of the cost associated with the American sedentary lifestyle. Yet very few people use these resources to improve their health, well-being and quality of life. Due to the fact that about 70% of the population has an unhealthy imbalance between fat and lean mass and most get little physical activity if any at all, it should be of no surprise that the regular dialogue from physicians include recommendations of weight loss and exercise participation. This is where a potential disconnect begins. Physicians are trained for treatment-based care, whereas personal trainers are trained for prevention. Who is implementing the strategies to promote weight loss and safe exercise participation based on the recommendation? It certainly is not the physicians. In fact, in many cases the physicians themselves need assistance and in their defense they were not trained to create exercise programs or instruct physical activities; hence the prevalence of physician recommended walking programs. Therefore, much in the manner that a personal trainer needs to refer clients to a physician for exercise clearance in particular situations, a physician should also refer patients to personal trainers when they need assistance in preventative medicine or health based therapies when insurance coverage for medically supervised programs runs out.

With so many Americans overfat (198 million), hypertensive (75 million), pre-diabetic (79 million), and diabetic (26 million); not to mention those with dyslipidemia and hyperlipidemia, there is a staggering market for preventative care. Exercise and proper diet can be a remedy for all of these ailments, and as such should be part of a comprehensive wellness program. Helping individuals before they develop a preventable disease is crucial, as most health problems can be reversed while still in a pre-diseased state.



Once a person reaches stage II in the disease, the magnitude of the improvement response is rarely as significant.

Since medical referrals are often tied in with overweight, sedentary individuals in pre-diseased states there is a higher competency requirement needed to safely work with these individuals. Many physicians are aware of the disparities between professional competencies in the fitness industry compared to the medical industry, therefore demonstrating capability through a professional impression is important. Likewise, attempting to impress a physician with 47 letters behind your name will not likely work in your favor

and physicians are also not likely able to discern between a legitimate credential and any of the alphabet soup that use online or open book exams. Letters mean very little to those with only two or three behind their name (MD, PhD, JD). Education holds more merit. Coursework in a particular discipline and professional development are understood by legitimate professions as they use them as well. So be sure to articulate training in a particular area.

Portraying general professionalism and demonstrating an ability to critically think can be important to a first impression, particularly for developing confidence in medical professionals who may potentially refer patients to a personal trainer for assistance. For instance, conveying a given program development process should include the recognized standards. Also explain that a screening process is used and may require a signature for clearance. Be sure to include a medical history in this statement as this will be expected. Explain the process of developing a needs analysis based on identifying underlying issues, including musculoskeletal, cardiovascular and metabolic assessments. Describe how your exercise prescriptions are developed based on individual needs. For instance, identifying pelvic instability warrants hip flexibility training and strengthening, emphasizing muscle balance – medical professionals are cognizant of

concepts such as these. Overview your progressions and how they are determined, including the strategies by which they are implemented. Another example would be to identify the variables included in your progressions, such as how you emphasize technique, stability and ROM before loading and challenging movements. When physicians see logic in the strategies and consistency with acceptable practices they will become more confident. One key issue is to ensure that each component in special population training is specifically addressed and that you understand the differences in training between a healthy individual and one who needs specialized instruction. Also, clarify your scope of practice and where your services stop. For those who respect professional boundaries, less is often considered more desirable. Suggesting that you are certified in 'everything' and are qualified accordingly, will likely be a red flag for any prudent professional.

A secondary consideration includes having a specific communication plan that creates limited barriers to exercise participation while at the same time providing for updates and feedback to the physician as needed. For instance, a medical clearance form should be used in conjunction with medical referrals. Physicians who refer clients should pre-sign forms including their recommendations and restrictions to avoid service/training delays. For follow-ups and feedback, a digital communication system may be used to identify the frequency of participation and progressions demonstrated by fitness testing. These can be used with blood assessments and other biomarkers to identify a patient's progress and response to collective therapies.

Having the previously described components outlined in a presentation packet or brochure will provide for a rapid display and overview of services. Many physicians perceive themselves to be extremely busy and therefore you may only have a short period of time to present yourself. Be clear, concise, and organized and dress professionally; all traits of a competent professional. Do realize a referral suggests some level of endorsement and therefore would imply their services support yours and vice versa. The first step in any relationship is establishing the foundations of the relationship, and in the professional world this starts with trust and confidence in the other person. In professional relationship building there are always initial trepidations, which are generally on the side of the solicited party or those with the most to lose. Therefore a key step is to offer your services to the physician or physician group so that they can personally evaluate your skill set and competency. Physicians who are interested in using physical preventative medicine on themselves are most likely to do the same for their patients. Likewise, a physician familiar with

exercise would be more likely to use it.

When deciding on an approach for developing a medical professional network, realize that it may take several attempts before finding a single interested party. One way to start is to ask current clients about their physician practices and recommendations. Finding a client who uses a physician who supports exercise and preventative care identifies a qualified lead. Ask the client if they would suggest using the physician to help in their care management and if they feel others may benefit from this model. Contacting the physician based on a mutual client/patient may ease the natural unsolicited defense mechanism. Additionally, using a physician group increases the number of possible interested physicians. Therefore, if one is interested in the concept they may help influence others to participate.

Physicians often see a high number of patients and most will need further assistance beyond a treatment-based care plan. Identifying the physicians who want to help their clients reach wellness are ideal partners in a referral based plan. Getting a professional practice in order and creating a marketing strategy that supports a physician program can reap many benefits for both the practice and your clients. ●



Securing Medical Insurance Coverage Just Got Easier!

Making sure you get the right medical insurance coverage is vitally important – but researching what's available and understanding each plan's advantages and disadvantages is difficult and time-consuming. That's why the National Council on Strength and Fitness has endorsed the medical insurance brokerage service through Aon's Affinity Insurance Services, Inc.

NCSF members, their families and employees will now have access to a choice of comprehensive medical coverage plans from over 400 of the nation's leading health insurers. A staff of licensed Health Insurance Consultants will work with you to evaluate your current program and provide expert advice on selecting a small group or individual/family medical plan that meets your specific coverage needs.

Available medical insurance plans include: PPO – Preferred Provider Organization plans, HMO – Health Maintenance Organization plans, POS – Point of Service plans, Traditional Indemnity plans, and High Deductible Plans with Health Savings Accounts (HSA).

Visit the Membership Benefits section of the organization's website
www.ncsf.org

CEU Quiz

Physician Can Refer Profits

1. It has been estimated that approximately _____ of the American population has an unhealthy imbalance between fat mass and muscle mass and also leads a sedentary lifestyle.
A. 25% B. 40% C. 60% D. 70%
2. According to the article, approximately _____ Americans have hypertension.
A. 20 million B. 40 million
C. 75 million D. 100 million
3. _____ and _____ should be part of a comprehensive wellness program due to their positive effect on many diseases.
A. Rest and recovery
B. Exercise and proper diet
C. Bodybuilding and weight training
D. Sleep and supplements
4. A needs analysis for those with health risk should include data from _____ assessments.
A. musculoskeletal B. cardiovascular
C. metabolic D. all of the above
5. True or False. Developing a professional image is an important first step in the process of creating a referral program with a physician.
A. True B. False
6. When working with a physician the use of a _____ along with medical referrals makes sense.
A. VO₂max test B. flexibility screen
C. informed consent D. medical clearance
7. True or False. Suggesting that you have attained 20 different certifications and are qualified to train any given individual will likely pose as a red flag for any prudent medical professionals.
A. True B. False
8. Which of the following selections would NOT assist in developing confidence and rapport with a medical professional for the potential of client referrals?
A. Make sure to wear a lab coat and attempt to demonstrate familiarity with any diagnostic data presented when meeting with the doctor
B. Have a presentation packet or brochure available to provide a rapid display and overview of your services
C. Have a specific communication plan that creates limited barriers to exercise participation while at the same time providing for updates and feedback to the physician as needed
D. Explain in a clear and concise manner your program development process while including recognized standards
9. True or False. Offering your services to the medical professional directly, so that they may evaluate your skill set and competency is considered unprofessional and would be insulting to the doctor.
A. True B. False
10. Which of the following selections would be helpful for reducing the natural unsolicited defense mechanism that could be encountered while trying to develop a network with medical professionals?
A. Place a professional poster marketing your skills outside the medical building
B. Personally contact a physician based on a mutual client/patient
C. Ask the front desk administrative staff if you can display your business cards in the waiting room
D. Send all doctors in your general area an email that advertises your services

Quiz Answer Form

FIRST NAME _____ LAST NAME _____ M.I. _____

TITLE _____

ADDRESS _____ APT. _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

COUNTRY _____ POSTAL CODE _____

CERTIFICATION NO. _____ CERTIFICATION EXP. ____/____/____

MEMBERSHIP NO. _____ MEMBERSHIP EXP. ____/____/____

Quiz Name	Member Price	Total
	\$15	



Discover



Visa



Mastercard



Amex



Check/Money Order

Account No. _____

Exp. Date _____

Security Code _____

Signature _____

Date _____

Quiz Answers

- | | |
|----------|-----------|
| 1. _____ | 6. _____ |
| 2. _____ | 7. _____ |
| 3. _____ | 8. _____ |
| 4. _____ | 9. _____ |
| 5. _____ | 10. _____ |

Fill in each blank with the correct choice on the answer sheet. To receive 0.5 CEUs, you must answer 8 of the 10 questions correctly.

Please mail this Quiz answer form along with the proper enclosed payment to:

NCSF
5915 Ponce de Leon Blvd., Suite 60
Coral Gables, FL 33146

Questions? 800-772-NCSF