

American Son Products, Inc.

Innovators of
EZ Swimmer™
Travel Mate Clip™

Resistance Training Instructor Agreement
Individual Business Contract

American Son Products, Inc.

Resistance Training Instructor Contract

In consideration of the mutual promises and covenants contained below, the parties agree as follows:

1. Services To Be Rendered: The Resistance Training Instructor shall perform the following resistance training services to the best of his or her abilities, and to the satisfaction of American Son Products, Inc. (hereafter referred to as ASP), including, but not limited to:

- (A) Developing and implementing an aquatic resistance training program with the inclusion of certain aquatic resistance training tools such as the EZ Swimmer™, TD24.7™ and other aquatic resistance training tools. The client bases may included but is not limited to club industry, swimming pool stores, sports stores, spas, hotels, cruise lines, and other business to business (B2B) accounts as deemed appropriate and profitable. The club industry shall include both public and private fitness facilities.
- (B) Creating and/or amending different exercises that specifically incorporate the use of specified aquatic resistance equipment. Hereafter the Aquatic Resistance Training Program shall be referred to as ART. The ART Instructions will include user guidance for proper form for body alignment, heart rate considerations and variations to assist with possibly user infirmities.
- (C) The Aquatic Resistance Training Program Instructor shall seek to best utilize the following ASP products: (a) aquatic resistance training devices such as the EZ Swimmer™ and TD24.7™ (b) other swimming tools such as the SwimO2gen™ (c) health measurement equipment such as but not limited to blood pressure, heart rate monitors and AED's machines. (e) Travel Mate™ (f) Services Rendered by ASP, and its Affiliates and/or Subsidiaries™ and/or other ASP products as deemed appropriate by the ASP management.
- (D) The Resistance Training Instructor shall only include products that the Resistance Training Instructor has received ASP's prior written approval. ASP approval shall be conclusively evidenced by signature of ASP's authorized representative on the "Aquatic Resistance Training Program Protocol" which shall detail the required elements of the training/instruction program and shall include the equipment utilized/demonstrated. No new equipment shall be introduced/utilized without ASP's prior approval.

2. Independent Contractor Status: The Resistance Training Instructor expressly acknowledges that he or she will be acting as an independent contractor and not as an employee, for all purposes, including payment of Social Security, withholding tax, and all other federal, state and local taxes. The Resistance Training Instructor shall be retained for specific programs. Specific dates and times shall be coordinate between ASP and the Resistance Training Instructor. The Resistance Training Instructor is responsible for all equipment and transportation to and from the program site.

3. Performance of Resistance Training Instructor: All work performed hereunder by the Resistance Training Instructor shall meet the highest professional standards and be performed to the reasonable satisfaction of ASP management. Minimum standards are detailed below:

- (A) Equipment: All training/instruction/demonstrations must include at a minimum:
- (i) Appropriate Swim Attire – Black/Navy, one piece exercise clothing (preferably with an ASP logo either EZ Swimmer™, TD.24.7™, Travel Mate™ or the corporate ASP logo)
 - (ii) EZ Swimmer Swim Slipper™ or other water shoe product offered by ASP
 - (iii) Brochures, instruction guides for participants.
 - (iv) Laminated Exercise Poster 11 x 17 with 5 Sample Exercises
 - (iv) Waterproof display boards (no less than 5 as described in Section 110.12)
 - (v) Aquatic resistance equipment complete set for no less than 1/3 of the planned participants, including the EZ Swimmer™ and other necessary equipment or TD.24.7™ per the program guidelines (as outlined under Section 100.22.)
 - (vi) While the above mentioned equipment may be provided by the Sales Representative, it remains the instructor's responsibility to insure that all appropriate equipment is on hand prior to the program start time.
 - (vii) Optional equipment may include: (1) Heart rate monitor, (2) Other health measurement equipment such as blood pressure machines and (3) AEDs.

- (B) Water Proof Display Boards: ASP believes promotion of its brand is critical to the overall presentation. In presentation of the material, it is important to emphasize ASP brands and high standards set for training and instruction. Additionally, ASP strong belief in research and development is to be emphasized and highlighting the two patents owned by ASP serves both ASP and the credibility of the Aquatic Resistance Instructor. The waterproof display boards are important tools designed to assist the instructor in conveying the importance of safety. Contact information is critical. No less than 5 (five) water proof display boards shall accompany each instruction/training program including:
- (i) Who are we? ASP Logo EZ Swimmer™ Travel Mate™ Logo
 - (ii) Posture, Posture, Posture – Safety is Number One!
 - (iii) Hyperextension Visual Examples
 - (iv) Website Name and Phone Number
 - (v) Three Sample Exercises

Subject to change, also see section 100.12 for further information.

- (C) Other Display Boards: All display boards must meet with ASP standards. An individual display board is allowed pursuant to the guidelines of ASP Branding Policies. The instructor's name and contact information must accompany on the same board with the ASP approved logo. See ASP Branding Policies for further requirements.

- (D) Disability Provisions: In all cases throughout the program, the Aquatic Resistance Instructor is responsible for providing options for physical infirmities.

Non-impact exercises must always be provided as alternative and communicated to the participants in each and every program.

- (E) Sedentary Provisions: In the case of the physical facility setting, provisions must be coordinated with the facility prior to the program date and time for sedentary participants to sit on the sidelines and view the instruction program. This may entail requesting chairs from the facility. This requirement is mandatory for the satisfactory performance of Resistance Training Instructor and is part of the minimum standards associated with this Agreement. It is recommended that in all cases two chairs be provided and participants are encouraged to sit on the sidelines if they feel fatigued and/or chilled at any point in the program.
- (F) Notice: ASP requires 15 day written notice of date, time and place of event. If notified in email, a return email confirming receipt must be retained. All programs are to be offered free of charge to the public unless conducted at a private facility.
- (A) Public Announcement: While not the direct responsibility of the Aquatic Resistance Instructor, the public announcement of the training program is recognized as an important tool for the Instructor to be eligible for bonuses. In all cases, it is appropriate for the Instructor to contact the facility directly and inquire about the advertisement and marketing provisions made by the facilities management. Public use of the instructor's name is expressly given under this Agreement.

4. Compensation: The Resistance Training Instructor's compensation under this Agreement is limited to:

- (A) The Resistance Training Instructor shall receive, as full compensation for the services rendered on behalf of ASP, a contractual flat amount inclusive of travel time, set-up, equipment needs and prior preparation.
- (B) The amount of full compensation shall be agreed upon prior to instruction/training program.
- (C) Bonuses: In recognition of the Resistance Training Instructor's assistance with sales and marketing of ASP products and services, bonuses on those sales made by ASP which directly result from the Resistance Training Instructor's interaction during the ART program shall be paid to the Resistance Training Instructor at the rate of 5% percent collected from client on the basis of total net paid invoices in for a specific ART program that generates in excess of \$5,000 from one specific program date. For the purposes of this Agreement, a "net paid invoice" shall equal the gross amount of a paid invoice; less discounts, allowances and returns. Bonuses shall be paid to the Resistance Training Instructor by the tenth (10th) day of the month immediately following the month in which payment on the invoices is received. A Statement of Bonuses shall accompany payment of bonuses to the Resistance Training Instructor. (B) Bonuses are calculated separately from the flat amount as detailed in item A of section 4 of this Agreement.
- (D) Bonuses will be consistent with the schedule of bonuses now in effect or the schedule of bonuses in effect from time to time hereafter, subject, however, to ASP's now existing policy or its policy from time to time hereafter with respect to deductions or set-offs from bonuses due the Resistance Training Instructor.

- (E) Eligibility for commissions shall nullify compensation under both Sections 4 (A) and of Section 4 (C).
- (F) In the case of two agreements on file, ASP shall have the absolute right, at its discretion to (A) determine the appropriate class of compensation (B) make any allowances or adjustments as deemed appropriate and fair. ASP shall notify the Resistance Training Instructor in writing of such refusals, allowances or adjustments.
- (G) It is the responsibility of the Aquatic Resistant Instructor to calculate and request from ASP his/her appropriate compensation, commission, bonuses and/or instructor pay. ASP shall have the absolute right, at its discretion to amend the request for compensation. ASP shall notify the Resistance Training Instructor in writing of such refusals, allowances or adjustments. Application for falsified compensation is grounds for immediate termination of this Agreement.
- (H) ASP shall have the absolute right, at its discretion: (A) to refuse to accept any orders procured through the ART program and to refuse to ship the goods described therein; or (B) to make any allowances or adjustments to order and accept any returns of any shipments for the calculation of the bonuses herein described. ASP shall notify the Resistance Training Instructor in writing of such refusals, allowances or adjustments for the bonuses only.
- (I) Course Reimbursement: ASP may reimburse Courses/Certifications requested by ASP upon successful completion by the Resistance Training Instructor. Reimbursement guidelines are subject to retention of the Resistance Training Instructor for 24 months following the reimbursement. Early termination on the part of either ASP or the Resistance Training Instructor may cause the reimbursement to be payable back to ASP.
- (J) Commissions: Commissions may be applicable and can be found under a separate agreement for ASP Sales Representatives. In order to be eligible for commissions, the instructor must first have a signed Agreement Sales Representative on file with ASP. Secondly, the Instructor must prove without any Sales Representative's objections that the Instructor is the sole contact and the individual responsible for the client introduction. Commissions, if applicable, shall be paid to the Resistance Training Instructor by the tenth (10th) day of the month immediately following the month in which payment on the invoices is received. A Statement of Commissions shall accompany payment of commissions to the Resistance Training Instructor. ASP reserves the right to (A) to refuse to accept any orders procured through the ART program and to refuse to ship the goods described therein; or (B) to make any allowances or adjustments to order and accept any returns of any shipments for the calculation of the bonuses herein described. ASP shall notify the Resistance Training Instructor in writing of such refusals, allowances or adjustments for the bonuses only.

5. Successors: This agreement shall be binding upon both ASP and the Resistance Training Instructor as described below:

- (A.) Estate Payments. If the Resistance Training Instructor dies, any amounts payable under this Agreement, shall be paid in full to the Sale Representative's estate.
- (B.) Assignment by Resistance Training Instructor. As this Agreement provides for the personal services to be performed by the Resistance Training Instructor, this Agreement shall not be assigned. In addition, except as required by law, the Resistance Training Instructor's right to receive payments or benefits under this Agreement may not be subject to execution, attachment, levy or similar process. Any attempt to affect any of the preceding in violation of this agreement whether voluntary or involuntary, shall render this Agreement void.

(C.) Assumption by Any Surviving ASP. Before the effectiveness of any merger, consolidation, statutory share exchange or similar transaction (including an exchange offer combined with a merger or consolidation) involving ASP Inc. (a “Reorganization”) or any sale, lease or other disposition (including by way of a series of transactions or by way of merger, consolidation, stock sale or similar transaction involving one or more subsidiaries) of all or substantially all of ASP’s consolidated assets (a “Sale”), ASP Inc. will cause (1) the Surviving ASP to unconditionally assume this Agreement in writing and (2) a copy of the assumption to be provided to you. After the Reorganization or Sale, the Surviving ASP will be treated for all purposes as ASP Inc. under this Agreement. The “Surviving ASP” means (i) in a Reorganization, the entity resulting from the Reorganization or (ii) in a Sale, the entity that has acquired all or substantially all of the assets of ASP.

6. Certain Definitions: The following words and terms have the following definitions:

AED A three-letter acronym that refers to Automated External Defibrillator. An Automated External Defibrillator or AED a portable electronic device that automatically diagnoses the potentially life threatening cardiac arrhythmias. The AED is able to treat cardiac arrhythmias by application of electrical therapy, which stops the arrhythmia, allowing the heart to re-establish an effective rhythm.

ASP is an acronym for American Son Products, Inc., its successors and/or its affiliates.

B2B means business to business. In other words, not a retail relationship or direct selling.

Board is defined as the Board of Directors of American Son Products, Inc.

Club Industry is defined as the fitness industry both private and public.

Compensation Committee means the Compensation Committee of the Board, or any successor to such committee.

EZ Swimmer™ is the aquatic resistance training tool patented by ASP that provides innovative resistance and balance training in the water.

Hosting Facility The place, location of the ART program.

Resistance Training Instructor is defined as the instructor/trainer retained for the purposes of the health and fitness products offered by ASP.

Sales Representative is defined as the contractor retained for sales, marketing and development of ASP product line and/or services.

Services provided may include instructor training, certification, seminars or conferences as defined by the Board of Director of American Son Products, Inc.

SwimO2gen™ is a swimming tool that conveniently holds an oxygen tank safely and securely in the water thus allowing an oxygen dependent swimmer to enter the water with his/her oxygen tank.

Travel Mate™ is a promotional item patented by ASP that conveniently stores plastic identification card and/or serves as a luggage tag.

7. Protection of Research & Development: ASP believes strongly in research and development and accordingly will take legal steps to protect intellectual property rights through such legal vehicles such as trademarks and patents. Additionally, the Resistance Training Instructor is held responsible for protecting these very valuable intangible assets of ASP as detailed below:

(A.) Trade Secrets & Intellectual Property Rights: With respect to ASP's special business techniques, market analysis, forms, software programs, customer lists, and all other information regarding manufacture or distribution of ASP's products, the Resistance Training Instructor acknowledges that all of such information: Belongs to ASP; constitutes specialized and highly confidential information not generally known in the industry; and constitutes trade secrets of ASP. Accordingly, the Resistance Training Instructor recognizes and acknowledges that it is essential to ASP to protect the confidentiality of this trade information.

(B.) Non-Disclosure: During the term hereof, and for thirty-six (36) months thereafter, the Resistance Training Instructor shall not disclose such information to any person, company association (either for profit or non-profit), or other entity for any reason or purpose whatsoever, unless such information has already become common knowledge or unless the Resistance Training Instructor is required to disclose the information by judicial process.

(C.) Ownership Rights: All rights, title and interest, whether known or unknown, in any intellectual property that is discovered, invented or developed directly or indirectly by, or disclosed to the Resistance Training Instructor, in the course of rendering services under this Agreement or in the course of rendering services to any predecessors to ASP, will be the sole and exclusive property of ASP. The Resistance Training Instructor agrees to do anything reasonably requested by ASP in furtherance of perfecting ASP's possession of, and title to, any such intellectual property.

(B) Applicability: If any provision of this Agreement is finally held to be invalid, illegal or unenforceable (whether in whole or in part), such provision shall be deemed modified to the extent, but only to the extent, of such invalidity, illegality or unenforceability and the remaining provisions shall not be affected thereby. Except as expressly provided herein, this Agreement shall not confer on any person other than the Resistance Training Instructor and ASP any rights or remedies hereunder. The captions in this Agreement are for convenience of reference only and shall not define or limit the provisions hereof.

8. Agreement Not to Compete. ASP has retained the Resistance Training Instructor only for the purposes set forth in this Agreement, and his relationship to ASP is that of an independent contractor.

(A) Non-Compete: During the term hereof, the Resistance Training Instructor shall not, directly or indirectly, enter into or in any manner take part in, any business, profession, or other endeavor which competes with ASP in the sale of similar health and fitness products as ASP may add to its product lines during the term of this Agreement. The Resistance Training Instructor shall not compete either as a Resistance Training Instructor, agent, independent contractor, owner, or otherwise.

(B) Non-Compete Penalties: In the event that the Resistance Training Instructor breaches the terms of this Non-compete Agreement, the Resistance Training Instructor does hereby agree that he or she shall forfeit all commissions then due and, in addition thereto, shall be liable to ASP, as and for liquidated damages, in an amount equal to three (3) times the accrued and unpaid commissions then due, but, in no event, in an amount less than an amount equal to three (3) times the total of the most recent previous

three months' commissions paid by ASP to the Resistance Training Instructor. Such liquidated damages shall not be construed as a penalty, but shall be considered liquidated damages only, as the damages in the event of the Resistance Training Instructor's violation or breach of the terms of this Non-compete Agreement are difficult, if not impossible, to ascertain.

- (C) The Resistance Training Instructor does hereby further agree that such liquidated damages shall be paid to ASP within thirty (30) days after the date of the Resistance Training Instructor's breach of the terms of this Non-compete Agreement. The remedies provided for herein in the event of the Resistance Training Instructor's breach of this Non-competition Agreement shall be cumulative and ASP's pursuit of any one remedy shall not preclude ASP from seeking enforcement of any and all other remedies available to it, whether provided for in this agreement or available to it as a matter of law or in equity.
- (D) The Resistance Training Instructor does hereby agree that this Non-compete Agreement shall be independent of any other provision in this Agreement and that any claim or cause of action by the Resistance Training Instructor against ASP, be it found under the terms of this Agreement or otherwise, shall not constitute a defense to the enforcement by ASP of the provisions of this Non-compete Agreement. The Resistance Training Instructor acknowledges and agrees that the foregoing restrictions in this Non-compete Agreement are reasonable and necessary for the proper protection of the business and interest of ASP and will not deprive the Resistance Training Instructor of the means or opportunity for suitably supporting and maintaining the Resistance Training Instructor and that individual's family after the termination of this Agreement.

9. Restrictive Covenant: For the protection of ASP's business contacts, both ASP and the Resistance Training Instructor agree to a restrictive covenant for the timeframe of one-year as described below:

- (A) Time Period: For a period of one (1) year after the expiration or termination of this Agreement for any reason, with or without cause, or for a period of time equal to the length of the Resistance Training Instructor's retention by ASP if such tenure has been for less than one (1) year, the Resistance Training Instructor will not, directly or indirectly, contact any then-existing client of ASP for the purpose of selling health and/or fitness products on behalf of any other person, company or corporation.
- (B) Livelihood Acknowledgement: The Resistance Training Instructor further acknowledges that in the event this agreement with ASP terminates for any reason, the Resistance Training Instructor will be able to earn a livelihood without violating the foregoing restrictions.
- (C) Inclusion: All health and fitness products are included under this restrictive covenant. This restrictive covenant is not intended to inhibit the Resistance Training Instructor from offering other personal training and instruction services under a private or public health club facility in an employment relationship.

10. Warranty Against Prior Existing Restrictions. The Resistance Training Instructor warrants to ASP that he or she is not party to any agreement containing a non-compete clause or other restriction with respect to: (A) the services requested to perform hereunder; or (B) the use or disclosure of any information, directly or indirectly, related to ASP's business or to the services required to render for ASP.

11. Other Agreements: This Agreement shall not supersede any other agreement, written or oral, pertaining to the matters covered herein, except to the extent of any inconsistency between this Agreement and any prior agreement, in which case this Agreement shall prevail. Notices hereunder shall be delivered to ASP at its principal executive office directed to the attention of

ASP Inc.'s General Counsel, and to the Resistance Training Instructor as that individual's last known address appearing in ASP's records.

12. Prohibition Against Assignment: The Resistance Training Instructor agrees, for himself or herself and on behalf of successors, heirs, executors, administrators, and any persons claiming under him or her, that this Agreement and the rights, interest, and benefits hereunder cannot be assigned, transferred, pledged, or hypothecated in any way and shall not be subject to execution, attachment, or similar process. Any attempt to do so contrary to these terms, shall be null and void and shall relieve ASP of any all obligations or liability hereunder.

13. Severability: If any provision, paragraph, or subparagraph of this Agreement is adjudged by any court of law to be void or unenforceable, in whole or in part, such adjudications shall not be deemed to affect the validity of the remainder of the Agreement, including any other provision, paragraph, or subparagraph. Each provision, paragraph, and subparagraph of this Agreement is declared to be separable from every other provision, paragraph, and subparagraph and constitutes a separate and distinct covenant.

14. Termination of Agreement: This Agreement shall continue from month to month for a maximum of five (5) years and may be terminated by either party upon two (2) weeks' written notice in accordance with Paragraph 20 below.

(A) Final Compensation: The Resistance Training Instructor acknowledges and agrees that any compensation (either Instructor pay, bonuses, and/or commissions) which may have earned prior to the termination of this Agreement shall be due and payable upon termination, and shall be paid to the Resistance Training Instructor within one hundred twenty (120) days following his or her termination. Final commission shall be due and payable to the Resistance Training Instructor only if the Resistance Training Instructor has returned ASP's rightful property. The Resistance Training Instructor shall not solicit or make any attempt to solicit the business of the sale of products similar to those sold by ASP at the time of termination of this Agreement to or from any customer of ASP or any customer whom the Resistance Training Instructor may have called upon within the territory to which the Resistance Training Instructor was assigned at the date of the termination of this Agreement.

15. Modifications and Waiver: No waiver or modification of this Agreement shall be void unless it is in writing and signed by ASP and the Resistance Training Instructor.

16. Binding Effect: This Agreement shall be binding upon, and inure to the benefit of ASP and its successors, assigns, heirs, legal representatives, executors, and administrators. This Agreement constitutes the entire Agreement between the parties with respect to the subject matter hereof. This Agreement supersedes any and all other Agreements, whether oral or in writing, between the parties with respect to the subject matter hereof. The headings in this Agreement are inserted for convenience only and shall not be considered in interpreting the provisions hereof.

17. Attorneys' Fees. If either party hereto shall breach any of the terms hereof, such party shall pay to the non-defaulting party all of the non-defaulting party's costs and expenses, including attorneys' fees, incurred by such party in enforcing the terms of this Agreement.

19. Governing Law: This Agreement shall be subject to, and governed by, the laws of the state of Illinois.

20. Notice: All notices shall be given in writing and sent by registered or certified mail, return receipt requested, and shall be addressed to:

In the case of ASP:
Kelly Engaldo
President
American Son Products, Inc.
106 Geneva Lane
McHenry, IL 60051-3045;

And in the case of the Resistance Training Instructor:

First Name Last Name _____
Address _____
City, State Zip Code _____

21. Counterparts. This Agreement may be executed in two or more counterparts, each of which shall be deemed an original but all of which together shall constitute one and the same instrument.

If the foregoing is in accordance with your understanding, please kindly contact ASP upon your acceptance and agreement by signing and returning this Agreement, which will constitute an agreement between you and ASP, on its behalf and on behalf of its subsidiaries and affiliates.

IN WITNESS WHEREOF, the parties have executed this Agreement on _____.

By: _____ American Son Products, Inc.
By: _____

Resistance Training Instructor (Printed) Kelly Engaldo, President

WITNESS PRINTED NAME AND ADDRESS:

Name: _____
Address: _____
City/State: _____

Witness Signature Date

Exhibit A: Aquatic Resistance Training Program ART

Purpose: To set forth minimum guidelines for aquatic resistance instruction.

Scope: To set forth standards of performance for instruction including equipment usage, equipment supplies, minimum standard for training aids, marketing materials.

Target Audience: Club industry, swimming pool stores, individuals for personal training.

The ART of personal training is a program designed by American Son Products, Inc. for both you and client(s) to build muscle, increase the cardiac and lung endurance, and be healthy for life. It is American Son Products, Inc. (ASP) goal to provide you with both the tools and resources for the most effective aquatic resistance training program complete with aquatic resistance tools such as the EZ Swimmer™, Water Proof Display Boards along with specific instructions for proper posture and follow-up recommendations.

I. Instructions

A. Every group class – While they are playing/warming up.

- i. Introduce Yourself Brand the brand called “you”
- ii. Introduce ASP – reinforcement of ASP brand builds your creditability
- iii. Explain how this aquatic resistance class is different from other aquatic classes you may have taken in the past.

Talking interaction is encouraged. Being an individual is encouraged. Open with bon jour to your person to your left and to the person to your right. Ask the person to your right their favorite animal. Explain, this is an advanced class, if something looks difficult, do your favorite movement. Feel free to openly say, I will pass on this particular movement. Feel free to say, I want to learn this movement later in a private session. Private sessions after class are encouraged. Some movements are advanced and should be only done under your close supervision. Reassure them they can try in the comfort of just your private tutelage. Explain you will ask them for their favorite movement at the end of the class.

ii. Remind your clients to Partner with Your Physician

Stress the importance of teaming with your physician

Annual medical check ups can be life saving

iii.) Non-impact alternatives must always be presented

iv.) Explain...if it hurts...

The program...

First 10 minutes – fun – talk, pass the floats from person to person – playtime.

Second 10 minutes – warm up with kicking only.

Third 10 minutes – Flatten those Abdominal Muscles

Fourth 10 minutes...kick with the noodle/advanced kick with Seated Balance

Roughly 40 minute mark: 1st Stretching for 5 minutes with EZ Swimmer

45-50 minutes – Push Downs, build those biceps

50-55 minutes -

Roughly 55 minute mark: 2nd and Final Stretching. With EZ Swimmer™

Stretching MUST be offered twice in 60-minute class, once over 50% of program and once at the end of the program.

B. Group Instruction

From the Deck

With a microphone for groups

C. First Instruction Class Guidelines:

G1: Classroom - Mandatory

For new users of resistance equipment, participants must

A.) Seated Land

- i.) Note the aquatic trainer is designed for adults only

- ii.) Note the aquatic trainer is not designed as a chair
- iii.) Designed for movement
- B.) Lean on Land with the EZ Swimmer against the wall
 - i.) Locate your individual occipital bone
 - ii.) Lean against a wall
 - iii.) Move the EZ Swimmer™ up the wall 2” – see what happens
 - iv.) Note the position of the neck – neck is straight, neck muscles are not engaged.
- C.) EZ Swimmer™ or TD.24.7™ differences
- D.) EZ Swimmer™ differences with noodles, kickboards

G2: 10 minutes of fun in the water – must learn/become familiar with the shape and the buoyancy

G3: Hyperextension Definition

G4: How to do it wrong! Just as important as doing it right

G5: How the EZ Swimmer Works:

- B. Ergonomic shape
- C. Supine – Occipital Bo
- D. Occipital Bone is part of Cranium
- E. Cranium is the system of bones that protect the brain
- F. The human skull includes the cranium.

Personal Training – Individual Instruction

Water instruction is acceptable and is needed at the first meeting for individual Personal training.

Subsequent instruction should be primary conducted from the deck.

Remember Individuals will need two things from you 1.) motivation. and 2.) guidance.

The most important item for guidance is their posture. If their posture is incorrect, they will injure themselves and you won't be able to guide them to the next level.

The second most important item for guidance is changing their exercise routine to take them to the next level for their stated goals.

II.. Instruction Materials Mandatory Pursuant to your Agreement with ASP, five

- (G) Water Proof Display Boards: ASP believes promotion of its brand is critical to the overall presentation. In presentation of the material, it is important to emphasize ASP brands and high standards set for training and instruction. Additionally, ASP strong belief in research and development is to be emphasized and highlighting the two patents owned by ASP serves both ASP and the credibility of the Aquatic Resistance Instructor. The waterproof display boards are important tools designed to assist the instructor in conveying the importance

of safety. Contact information is critical. No less than 5 (five) water proof display boards shall accompany each instruction/training program including:

- (i) Who are we? ASP Logo EZ Swimmer™ Travel Mate™ Logo
- (ii) Posture, Posture, Posture – Safety is Number One!
- (iii) Hyperextension Visual Examples
- (iv) Website Name and Phone Number
- (v) Three Sample Exercises

(H) Water Proof Display Boards Options: Other waterproof display boards recommended include:

- (i) Your Name, Certifications and Contact Information Remember you are a brand also. Promote ASP; promote yourself as an ASP representative. You are an expert in your field. ASP believes in you, has retained your services for your expertise.
- (ii) Flatten Your Abdominals Remember you are your clients motivating force. Encourage your client(s) to include this exercise in their program.
- (iii) Seated Balance This exercise if accessible to your client(s) is amazing at raising or lowering their heart rate. Encourage your clients to monitor their heart rate and manage their exercise program each step of the way.
- (iv) Five Life Style Changes These recommendations follow theand include:
 - 1. Morning Stretches
 - 2. Exertion for 30 minutes a day
 - 3. Diet, Diet, Diet – Strive to Forgo Five of Favorite or Add Five Good Nutrients to Your Daily Routine. Remember you are the motivational force for your client(s). You are also the evaluator; this visual is great for your monthly follow-up.
 - 4. Doctor Visits
 - 5. Follow-up
- (v) Individuality – Impact/Non-Impact Even in a class setting, emphasize the importance of the participant to incorporate exercises that they feel are beneficial even if it departs from the rest of the class.

Heart Rate This visual explains the heart rate on land verses in the water and shows the percentages recommended for the goals. This visual helps you explain how the heart rate monitor is an important tool for your client.

ASP Branding Policies

Individual Display Board.

Must be 11” x 17”.

Must be waterproof

Must include the ASP logo.

Logo must have at least 2" of white space.

Certifications Achieved are encouraged. (Recommended to order this board once you have obtained at least certification from ASP).

Referral Marketing:

Five business cards to every new customer. Explain the greatest compliment of xxxx

Addendum

100.12 Display Boards

Who are we? ASP Logo EZ Swimmer™ Travel Mate™ Logo

Posture, Posture, Posture – Safety is Number One!

Hyperextension Visual Examples

Website Name and Phone Number

Three Sample Exercises

100.22 Fitness Tools

Coach Swimmer

Youth Fitness Swimmer

EZ Swimmer

TD Swimmer

SwimO2gen