

Prisco Panza

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PROFILE:

Over 20 years of experience with club ownership, athletic training and wellness programs for adults, teenagers and seniors. Specialized instructor for individuals with disabilities, special needs and emotional issues.

Founder and Developer of IPC (Internal Personal Communication) programs for self-confidence and internal well-being, high (and low) indoor/outdoor intensity sled training, boot camps, yoga, meditation, Pilates, "drums" class and body sculpt. Stress management, relationship counseling, individual coaching, hypnosis and promoter of alternative methods of healing and therapy (Emotional Freedom Technique, Contact Reflex Analysis/Nutritional Response Testing).

PROFESSIONAL EXPERIENCE:

2013 to Present Lifestyle Consulting Services and Weight Loss Academy

Founder

- A Personal Training and Life Coaching forum that *empowers* individuals and groups to take action for themselves through accountability, education, inspiration and motivation.
- Develop and instruct classes: meditation, yoga, Pilates, group exercise, nutritional counseling, specialized group and individual training programs for seniors, teens, children, adults, as well as those with special needs.
- Relationship counseling (individuals and couples).

2000 to 2004 Synergy Fitness Clubs

Farmingdale, NY

2013 to Present

Syosset, NY

Director of Certified Personal Training

- Developed and implemented their personal training department. Responsibilities included: hiring, daily sales, personal training, advertising and marketing. Generated over \$150K yearly in revenue.
- Designed custom fitness programs for the club's senior citizen members.
- Instructed group exercise classes to include: yoga, Pilates, meditation, "Drums Alive", "Pound", boot camps, body sculpt.
- Developed specialized high school and collegiate training camps for conditioning sports.

2004 to 2013 TotallyFit

Bethpage/Plainview, NY

Owner/ Director of Operations

- Operated and owned a 10,000 square foot fitness /wellness facility. Daily responsibilities included marketing and advertising, hiring and training of employees, all business operations.
- Facility offered a broad range of exercise classes, personal training, customizable group health and wellness programs, meal plans, stress management and lifestyle coaching for clients.
- Incorporated Serenity Center of Light and Sanctuary Day Spa, which offered relaxation and meditation classes, massages, facials, detox treatments, acupuncture and hypnosis therapy.

1994 to 2000 Ken's Fitness

Farmingdale, NY

Manager, Certified Personal Trainer and Lifestyle Consultant

- Management responsibilities: sales and marketing, new customer orientation, staff management, training and development, opening and closing of club, maintenance of gym equipment, sales and marketing efforts.
- Developed and implemented programs for patrons in strength training, weight management, stress management, body-building and sports training. Developed sports training camps for high school and college students. Launched and trained the club's Power Lifting team.
- Developed complete lifestyle programs for diets, exercise regimes, physical evaluations.

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EDUCATION:

May 1993 Suffolk County Community College

Suffolk, NY

- Associate's Degree in Science – Anatomy, Physiology and Biology
- Associate's Degree in Business and Marketing

Certifications and Accreditations

- ACE, American Council on Exercise
- ACSM, American College of Sports and Medicine
- NSCA, National Strength and Conditioning Association
- USA Weightlifting Coach
- Senior Fitness, Golf Conditioning, Pre-Natal and Post-Natal Fitness
- 2014: Certificate of completion for Eric Lofholm Sales Mastery Program
- CPR Certification / Hypnotherapy Certification

Accomplishments:

- Form quality long-term relationships with local community specialist doctors (orthopedists, cardiologists), physical therapists and massage therapy centers, music and art therapy.
- Virtus training (R.C. church) program (targeted to prevent child abuse); church sponsorships for program work with teens and children. Organized student sports camps.
- Coaching and Counseling: meditation, individual and relationship, spiritual, and emotional for guidance and healing.
- Developed and implemented “Adaptive Games” for the Special Olympics. Volunteer for North American Wheelchair World Championship race.
- Held numerous titles in Power Lifting and Weight Lifting; Golden Gloves boxing, USA Weightlifting Coach.
- Founder and Developer of IPC and IPC2 *Internal Personal Communication* courses:
 - IPC: Focus on communication with one's self. Emphasizes self-worth and love from within to realize lasting fulfillment and success. Creating contentment with your core being-ness to enhance balance that flows outward to create fulfillment, allowing for better choices and decision-making in health and relationships, employment, and lifestyle changes.
 - IPC2 Program: Inter-Personal Communications – Focuses on communication between others and yourself. Once you have knowledge of the happiness within yourself, the ability to recognize your own personal self-worth and what makes you a positive influence, you gain a better insight and understanding of all external influences that surround you and how you affect them, and how they influence you.
- Developer of customized High Intensity Training programs (HIT). A custom-tailored, specialized sled-training program that adds the use of ropes, handles and weight plates to encompass a comprehensive total body workout from multiple perspectives: physical, mental, neurological, etc. Can be completed indoors and outdoors. LIT (Light Intensity Training): a “softer” variation of the HIT program that can be adapted to any age, height/weight, gender, and skill level or ability, based on a detailed comprehensive client evaluation and feedback.