



Prospective Employee Guide

2021-22

New Edge Performance
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About the business

New Edge Performance was started by me, Daniel Parker. I am an experienced Accredited Exercise Physiologist working in the area for over 14 years. I started working within a small exercise facility for seniors. My work has moved towards working more closely with doctors, health departments and the wider community in the past 14 years. I currently operate Exercise Physiology services in medical centers, community centers and in homes/gyms in Mount Druitt, Parramatta, Blacktown, Doonside, Castle Hill and Blaxland.

I have also successfully developed and run the Still Standing program in Western Sydney. The Still Standing program is a free exercise program for seniors in the community which is funded by the Western Sydney Primary Health network (Wentwest). The aim of the Still Standing program is to reduce the risk of falls within the community. The Still Standing program has been running since 2017 and has achieved excellent results. I have also recently been the only AEP in Australia (to my knowledge) to be awarded a federal government grant to run an exercise program within a COVID affected Residential Aged Care Facility (RACF).

It is my intention to grow the business with more allied health staff (including other disciplines) and the increase the amount of health programs that are delivered in the community and online.

***Our vision:
“To empower every
person in the
community to improve
their health and
quality of life via their
lifestyle”***



Current business structure

New Edge Performance provides Accredited Exercise Physiology services for patients via Medicare funding, DVA funding, Workcover/insurance, NDIS funding, government funded services and privately funded services.

These services are currently provided in many locations and environments including medical centers, community centers, gym facilities, and home visits. New Edge Performance prides itself on being able to work closely with the community and other health providers such as general practitioners, specialists, other allied health, and the public health system.

New Edge Performance has also been very successful in providing federal government funded projects and has been awarded two separate projects. One is the Still Standing program, which is a program to reduce falls in the community in the Western Sydney local health district. The other is to provide an exercise program to a Residential Aged Care Facility affected by COVID in 2020.



Working closely with the health community

I feel that the role of an allied health professional with New Edge Performance is different than a role with any other business or organisation. I believe the role of Allied Health Professionals should be a higher priority than what it currently is. With New Edge Performance you will be more than just “there to see patients”. I currently work very closely with the GPs within medical centers including high levels of communication, detailed hand-overs, completing medical case conferences alongside other allied health staff and regular meetings. I also work with the GPs to jointly complete health assessments and care plan arrangements. At the medical centers, myself, the GPs and other staff, also take a proactive approach to improving the overall health of the community. We do this by reviewing health data and identifying gaps or potential patients who may need more targeted treatment.



Working closely with other health professionals has enable me to challenge myself professionally through learning more about health conditions, whilst also utilising and expanding my skill base as an Accredited Exercise Physiologist.

Still Standing Program

The Still Standing program was first launched in 2017. It is a free program and has been funded by the Western Sydney Primary Health Network (Wentwest) ever since (apart from 18 months of COVID restrictions). This program is run in community centers throughout the Western Sydney Local Health District as it allows enough space to do the exercises.

Since the start of the program, we have seen some great results including:

- Average leg strength improved 42%
- Average balance improved 46%
- Average mobility improved 21%
- Average functionality improved 20%
- Number of patients classified as low risk of falling improved from 15% to 62%.



- Data from the past 2 years suggest a reduction in falls by 50% by doing this program.

The Still Standing Program consists of:

- Pre-program assessment with Accredited Exercise Physiologist (AEP) and home exercise program designed by AEP and exercise bands.
- 12-week supervised group exercise program with AEP with tea and coffee provided after each class.
- Post program assessment with AEP.

The aim of this program is to reduce falls in the community, which will reduce hospitalisation and maintain home independence. My goal for the program is to show how an exercise program, which is run by an Accredited Exercise Physiologist, is superior to other government funded programs which are not run entirely by an Accredited Exercise Physiologist.

Plans for the future

Bigger team

I plan to grow the team as the business expands. I envision a team consisting of Accredited Exercise Physiologists, Physiotherapists, Accredited Practicing Dietitians, Podiatrists, and administration support. I also envision that the team will work closely together to improve the health and quality of life of the local community.

More exercise programs in the community

I plan to introduce new exercise programs in the community as the team builds. I envision those programs will target cardiac rehabilitation, pulmonary rehabilitation, diabetes prevention and management, pain management mental health, and weight loss.

More health education programs delivered in the community and online

I plan to develop and introduce health education programs with similar targets to the exercise programs. I plan to have these education programs online and run in the community as needed.

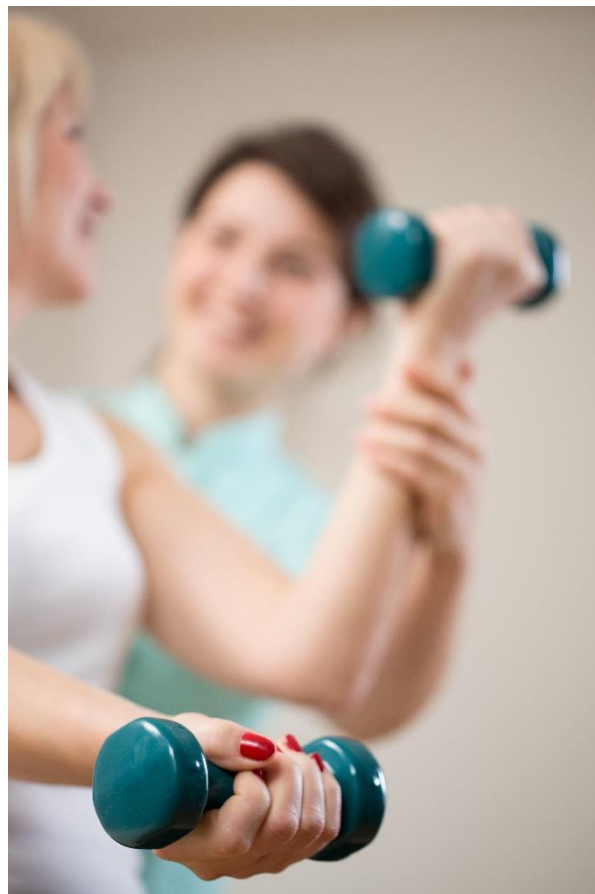
Combination of online health education and exercise classes

I plan to develop and introduce online programs combining both online education and online exercise programs.



Benefits of working with New Edge Performance

- Full appreciation for work completed.
- Flexible working hours for improved work-life balance.
- Ongoing mentorship and professional development by an Accredited Exercise Physiologist with 14 years' experience.
- The opportunity to manage a leading government-funded falls prevention program.
- The opportunity to specialise into certain areas of healthcare and develop your own exercise/health programs.
- The opportunity to work alongside Australia's leading general practitioners and health networks.
- Access to CareMonitor, which is a shared care, real-time remote monitoring and population health management platform with telehealth capability.
- Varied work environment and case load.
- All equipment provided including, but not limited to, laptop, tablet and mobile phone to use with your role.
- \$1,000 professional development budget per year.
- Travel reimbursement for work related travel.
- Above award wages, paid parental leave and more.



What does a typical week look like?

I find that working within different environments and with different teams quite rewarding and not as draining. I have included below a couple of examples of what a weekly schedule may look like for a potential full-time employee. I find that in some geographical areas, allied health staff need to be available for those that work the standard 9am-5pm. This may mean some later finishes during the week or Saturday morning work. This is flexible and would be up to the individual employee to decide.

The timetable is flexible and up to each employee. The flexibility can be limited depending on availability of the rooms within the medical centers and community facilities.

Example option 1 (including Saturday half-day)

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	
Time	Week 1	Week 1	Week 1	Week 1	Week 1	Week 1	Time
7.00am							7.00am
7.30am							7.30am
8.00am	Set up						8.00am
8.30am	Still Standing Class			Set up			8.30am
9.00am	Still Standing Class		Medical centre	Still Standing Class	Set up	Medical centre	9.00am
9.30am	Still Standing Class			Still Standing Class	Still Standing Class		9.30am
10.00am	Still Standing Class			Still Standing Class	Still Standing Class		10.00am
10.30am	Still Standing Class			Travel/Lunch	Still Standing Class		10.30am
11.00am	Still Standing Class						11.00am
11.30am	Still Standing Class						11.30am
12.00pm	Still Standing Class						12.00pm
12.30pm	Travel/Lunch		Travel/Lunch	Set up	Travel/Lunch		12.30pm
1.00pm				Still Standing Class			1.00pm
1.30pm				Still Standing Class			1.30pm
2.00pm	Medical centre		Medical centre	Still Standing Class	Medical centre		2.00pm
2.30pm							2.30pm
3.00pm							3.00pm
3.30pm							3.30pm
4.00pm							4.00pm
4.30pm							4.30pm
5.00pm							5.00pm
5.30pm							5.30pm
6.00pm							6.00pm
6.30pm							6.30pm

Example option 2 (including a later finish during the week and no Saturday work)

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday				
Time	Week 1	Week 1	Week 1	Week 1	Week 1	Week 1	Time			
7.00am							7.00am			
7.30am							7.30am			
8.00am	Set up						8.00am			
8.30am	Still Standing Class			Set up			8.30am			
9.00am				Still Standing Class			9.00am			
9.30am						Set up		9.30am		
10.00am	Still Standing Class	Set up	Medical centre	Still Standing Class	Still Standing Class		10.00am			
10.30am		Still Standing Class								10.30am
11.00am	Still Standing Class	Still Standing Class						11.00am		
11.30am								11.30am		
12.00pm		Still Standing Class		Still Standing Class			Still Standing Class		12.00pm	
12.30pm							12.30pm			
1.00pm	Travel/Lunch		Travel/Lunch			Travel/Lunch	1.00pm			
1.30pm		Lunch					1.30pm			
2.00pm	Medical centre	Medical centre	Medical centre		Medical centre		2.00pm			
2.30pm									2.30pm	
3.00pm										3.00pm
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