



**Prospective
Employee
Guide**



About the business

New Edge Performance was started by Accredited Exercise Physiologist (AEP) Daniel Parker. Daniel is an experienced AEP working in the area since 2007. He started working within a small exercise facility for seniors. His work then moved towards working more closely with doctors, health departments and the wider community since then. Daniel has been providing Exercise Physiology services in medical centers, community centers and in homes/gyms in Mount Druitt, Parramatta, Blacktown, Doonside, Castle Hill and Claremont Meadows.

Daniel has also successfully developed and run the Still Standing program in Western Sydney since 2017. 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.

It is his intention to grow the business with more allied health staff (including other disciplines) and 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. One is the Still Standing program, which is a program to reduce falls in the community in the Western Sydney local health district.



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 in community health care should be placed as a higher priority than what it currently is. With New Edge Performance you will be more than just “there to see patients”. The AHP’s with New Edge Performance 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. Our AHPs also work with the GPs to jointly complete health assessments and care plan arrangements at some practices. At the medical centers, our AHPs, 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 enabled our staff to challenge themselves professionally and grow as practitioners through deeper learning about health conditions.

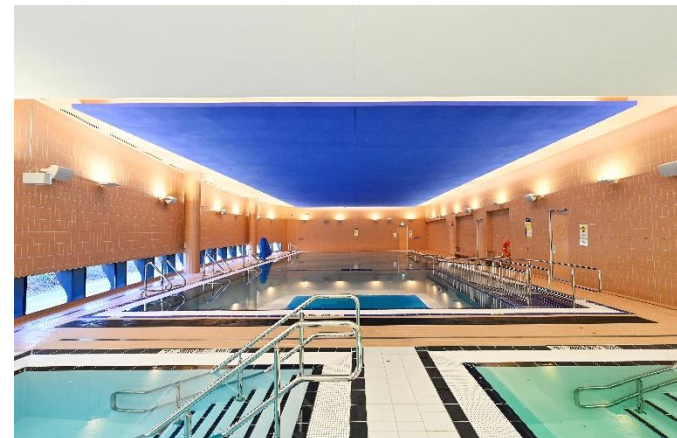
New Edge Performance also works closely with the Mount Druitt Medical Practitioners Association (MDMPA) meeting regularly to improve the health of the local community.

New Edge Performance is excited to work with Healthicare. Healthicare consists of a service delivery arm located within the 'hub' at Blacktown Exercise Sports and Technology hub (BEST) and will provide a broader support function to local practices within the Healthcare Neighbourhood.

Healthicare is a new approach to the delivery of health care, with links to social, education, disability, housing and other services, is required to address the social determinants of poor health outcomes for disadvantaged and vulnerable communities. In partnership with the Mt Druitt Medical Practitioners Association (MDMPA) Healthicare, will act as a Neighbourhood Health Hub.



Healthicare will have access to Blacktown Council's new facility including aquatic facilities and a fully equipped gym. *Healthicare is currently talking to Blacktown Council on how access will work.



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 senior community, which will reduce hospitalisation and maintain home independence. It has been very rewarding working with the senior community to help improve their quality of life and reduce social isolation.



Our vision and plan for the future

Bigger team

New Edge Performance plans to grow the team as the business expands. The short-term vision is to grow the team of Accredited Exercise Physiologists (AEP) and we plan to have one AEP per 2 Local Government Area's (LGA) aligning with the funding for the Still Standing program. The plan is then to grow this to one AEP per LGA as the Still Standing program expands. New Edge Performance also plans to bring on an Accredited Practicing Dietitian to help facilitate more health programs.

Increased locations for the Still Standing program

The first goal is to grow the Still Standing program to have two locations in each LGA (Blacktown LGA, Parramatta LGA, Hill LGA and Cumberland LGA). The long-term goal is to then grow this to 4 locations in each LGA.

Increased clinical locations (Medical Centres)

As the team grows, more clinical locations will be sought to complement the growth of the Still Standing program. The long-term aim is for at least 4 clinical locations in each LGA.

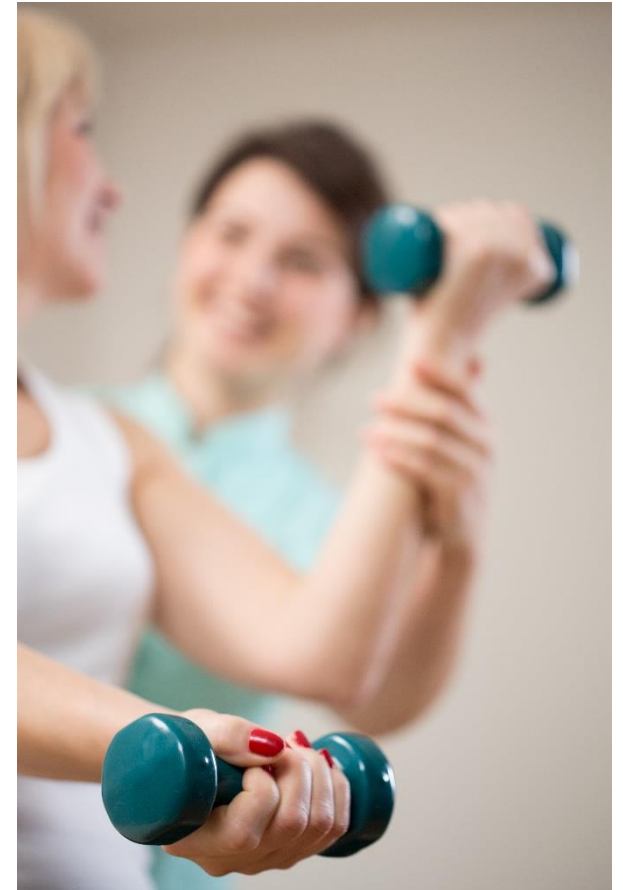
More exercise and education programs

New Edge Performance plans to introduce new exercise and education programs in the community as the team builds. We envision those programs will target cardiac rehabilitation, pulmonary rehabilitation, diabetes prevention and management, pain management mental health, and weight loss.



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 plenty of 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 – 4-day work week

Time	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
7.00am						7.00am
7.30am						7.30am
8.00am		Travel	Travel		Travel	8.00am
8.30am		Set up	Set up		Set up	8.30am
9.00am		Assessments	Assessments	Travel	Assessments	9.00am
9.30am		Still Standing Class	Still Standing Class	Set up	Still Standing Class	9.30am
10.00am				Assessments		Still Standing Class
10.30am		Assessments	Assessments	Still Standing Class	Assessments	10.30am
11.00am				Assessments		Assessments
11.30am		Still Standing Class	Still Standing Class	Assessments	Still Standing Class	11.30am
12.00pm				Still Standing Class		Still Standing Class
12.30pm						12.30pm
1.00pm		Travel	Travel	Travel	Travel	1.00pm
1.30pm		Lunch	Lunch	Lunch	Lunch	1.30pm
2.00pm		Medical Centre	Medical Centre	Medical Centre	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		Travel	Travel	Travel	Travel	6.00pm
6.30pm						6.30pm
7.00pm						7.00pm
7.30pm						7.30pm
8.00pm						8.00pm
8.30pm						8.30pm

Example option 2 – 5-day work week with two half days

Time	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday			
7.00am							7.00am		
7.30am							7.30am		
8.00am	Travel		Travel		Travel		8.00am		
8.30am	Set up		Set up		Set up		8.30am		
9.00am	Assessments		Assessments	Travel	Assessments		9.00am		
9.30am	Still Standing Class		Still Standing Class	Set up	Still Standing Class		9.30am		
10.00am				Assessments			10.00am		
10.30am				Still Standing Class			10.30am		
11.00am	Assessments		Assessments		Assessments		11.00am		
11.30am	Still Standing Class		Still Standing Class	Assessments	Still Standing Class		11.30am		
12.00pm				Still Standing Class			12.00pm		
12.30pm				Still Standing Class			12.30pm		
1.00pm	Travel		Travel	Travel	Travel		1.00pm		
1.30pm		Travel	Lunch	Lunch	Lunch		1.30pm		
2.00pm		Medical Centre	Medical Centre	Medical Centre	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		Travel	Travel	Travel	Travel		6.00pm		
6.30pm							6.30pm		
7.00pm							7.00pm		
7.30pm							7.30pm		
8.00pm							8.00pm		
8.30pm							8.30pm		