



BODY AND MIND: Studio Pilates International director Jade Winter helps clients achieve fitness goals.

Olympic swimmer to Pilates master

Q: Where do you work? As the director of the Studio Pilates International brand.

Q: How did you earn your first dollar? Emptying the bins at the local Kingaroy swimming pool when I was 11.

Q: What standard of education did you reach? I completed high school at St Joseph's College Gregory Terrace. From there it has all been a learning process. I try to surround myself with successful people and business mentors because learning directly from others who have achieved great success is a good way to learn and fast tracks success for yourself.

Q: What was your first full-time job? Westpac Bank teller. I was employed with Westpac when I was a professional swimmer because they were an Olympic sponsor and I attended the 1996 Atlanta Olympics.

Q: Is your current job the career you envisaged for yourself when you finished study? I have always had a passion for helping people and from my days as a swimmer I had a lot of experience with keeping fit and healthy. I wanted to share this with others and help to motivate and inspire them.

Q: What made you choose this career? I don't know that it was a choice as much as an evolution. After swimming I studied to become a personal trainer. The gym environment I found was very limited because many clients came to me wanting to tone up, but also carried an injury. Most machines and exercises in the gym aren't suitable for accommodating both needs. After being exposed to Pilates through swimming, I decided to pursue further

CLOSE UP

- **NAME:** Jade Winter
- **DATE OF BIRTH:** May 24, 1978
- **SUBURB OF RESIDENCE:** Hawthorne
- **JOB DESCRIPTION:** Director of Studio Pilates International

Q: What has been the biggest success in your career? Creating, patenting and manufacturing our unique new product the Personal Pilates Studio would have to be up there, but I would have to say my biggest success is ahead of me. I think 2009 will be our biggest year yet.

Q: What has been your biggest regret? I don't believe in regrets for a bad decision, just learning on how to do it better next time. I also don't regret not doing something.

I try to give everything the rocking chair test – I think, "Will I regret not doing this when I'm in the nursing home?" If yes, I take action.

Q: What is the most pleasing aspect of your job? Helping people. It's when clients say 'thank you' for freeing them from pain and to see their bodies change and tone up through Pilates is a massive emotional reward.

Q: What tips do you have for people starting out in their careers? Ask someone you respect and trust to be a mentor. Most people will be happy to help but we are often too afraid to ask.