



## **PIA TERMS AND CONDITIONS**

As a requirement of all instructors undertaking (or have undertaken) any Pilates Institute of Australasia (PIA) courses, the following is mandatory to protect the standing of the PIA, its intellectual property and its members from those who unscrupulously use the PIA's works to train others without authorisation or the necessary training skills and to maintain standards within the organization.

All current and past members agree to the following:

- 1) Not to train my own, or other, instructors or those wishing to be trained in Menezes Method Pilates.
- 2) As a member of the PIA, to have those wishing to be trained in Menezes Method Pilates, who wish to be employed by me, be trained by the PIA in order to maintain the specific nature of the training provided by the PIA.
- 3) To attend at least one one-day course a year or a 2-day course every two years, in order to maintain my standing as a PIA member.
- 4) Not employ any instructors other than those trained by the PIA in order to maintain the consistency of the teaching across my instructors and for the benefit of my clients, if I do, then those instructors will attend update courses with the PIA to maintain uniform PIA standards within my business.
- 5) To accept and acknowledge that the training methods employed by the PIA (using the Menezes Method of Pilates) are substantially different to other styles of Pilates, in their content, cueing, sequencing of movements, breathing and muscle mechanics.
- 6) That by training my own, or other instructors, without the written authorisation from the PIA I am infringing on the PIA's rights of intellectual property and that I am removing from the PIA the opportunity of training these instructors at the financial detriment of the PIA.
- 7) That any breach of 6) above carries penalties calculated to be in the area of \$5,000 per month loss to the PIA and agree to pay these penalties until the breach is corrected.
- 8) That if I do not maintain my membership with the PIA, then I am not to use the PIA's terminology or intellectual property or copyright materials in my teaching of the Pilates Method which includes (but is not restricted to) the items listed on the second page of this document



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INTELLECTUAL PROPERTY  
COPYRIGHT AND TRADEMARKS**

The following are the copyright and trademarks, which are the property of the Pilates Institute of Australasia/Allan Menezes and may only be used by current financial members of the Institute and may not be used without express written permission by others:

- 1 The Pilates Institute of Australasia wreath logo (above)
- 2 The Man on Grid® logo (above)
- 3 The Menezes Method logo (above)
- 4 Body Control Pilates
- 5 PAC (Perfect Abdominal Curl)
- 6 Menezes Pilates
- 7 Menezes Position
- 8 Menezes®
- 9 B-Line®
- 10 Performer®
- 11 Revolution Reformer®
- 12 Perfect Torso Posture (PTP)
- 13 Stretch and Work Scales – Safety Scales
- 14 Stable Spine – Lumbar and sacral placement
- 15 The Offering
- 16 Exercise Formula
- 17 Stamina Stretch
- 18 Breathing types (Ocean Breath, Blast Breath)

- 19 Breathing Rules
- 20 Spiral and Pretzel Stretches
- 21 "Shoulder-blades into pocket"
- 22 "To be Terrific – be specific"
- 23 "Keep It Short and Specific – KISS"
- 24 "squeeze the CORE"
- 25 PACE – Perfect Abdominal Control with Elevation
- 26 All sayings and descriptions contained in the PIA's training courses

And other copyright and trademark which shall become available from time to time, including abbreviation of the above and descriptions of the above.