



YETI*i*

Helping you find your direction

THE YOUTH EDUCATION &
TRAINING INITIATIVE LTD

Services Brochure – 2022-23

www.theyetild.com

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About Us

The Education Act 2011 sets out a range of changes to the duties of schools, colleges, and local authorities in relation to careers advice. The most significant element of this Act is;

“From September 2012, schools will be legally responsible for securing access to independent and impartial careers guidance for all pupils in years 9-11. In the context of this new duty, careers guidance consists of services and programmes intended to aid pupils to make and implement education, training, and occupation choices and to learn how to manage their careers.

Careers guidance secured under the duty must include information on all 16-18 education or training options, including Apprenticeships”.

(Securing Independent Careers Guidance; A Practical Guide for Schools, 2012)

In addition, OFSTED has been giving careers guidance a higher priority in School inspections since September 2013 and recently reported that “only one in five schools were effective in ensuring that all students were receiving the level of information they needed”. (*Careers Guidance and Inspiration in Schools: Statutory guidance for governing bodies, school leaders and school staff*, March 2015).

With the release of the revised *Careers Strategy* in December 2017 and the new *Statutory Guidance* in January 2018, there is an increasing emphasis on Careers Education, Information, Advice and Guidance. To meet this need, The Youth Education & Training Initiative Limited (YETI) has been set up to offer you the flexibility and depth of service needed to meet your obligations and the needs of the service. We are a Careers Education, Information, Advice and Guidance service. We supply a range of services aimed at ensuring your students make a successful transition into post-16 education, employment, or training.

YETI works to a strict code of values;

Integrity

In all we do, with everyone we work with, always

Honesty

With both students and partner institutions

Accuracy

Ensuring the guidance we supply is correct, up to date and relevant

We are committed to working with you and your students to deliver the best possible outcomes, offer value for money and build a strong and lasting relationship with your organisation.

About Me

As a former teacher and Senior Connexions Adviser, I have a wealth of experience in working with young people. Having led Youth Club teams and worked with disadvantaged and challenging young people, I have a great rapport with the students I support.

With a degree, postgraduate degree, teaching qualification and Level 6 in Careers Advice and Guidance, I am able to offer an insight into life at University as well as alternatives to Higher Education.

I'm reliable, honest, adaptable and passionate.

Let me help you to support, develop and inspire your students.



Pete Small
*Director &
Founder*



Services to School's

We believe that this is the best venue and stage at which to deliver high quality, targeted Careers Programmes. To this end we have developed a number of pre-prepared activities and interventions. We can also offer a fully bespoke service so if there is something you are looking for but do not see it listed here, please contact us to discuss your requirements.

Alongside the delivery to students, we are pleased to be able to bring a new programme of Staff CPD, introduced this year (2018). In-line with the Government's National Careers Strategy and revised Statutory Guidance, we base our package of support around the Careers Leadership qualification, support Careers Leaders and others in School to deliver a comprehensive and effective programme of Careers Education, Information, Advice and Guidance.

All our staff have DBS clearances and are experts in their field. Following a request for support, we would come into School and meet with the member of staff, discussing your requirements and what we may be able to offer to support that. Based on these discussions we generate a detailed Service Level Agreement listing the support we can offer to meet the specified need, the cost, when it will be delivered and how feedback is gathered and reported back.

To support you in deciding whether to commission our services, you can contact one of our partner Schools who will happily give you a verbal reference and discuss the work we undertake with them;

Mrs Louise Dawes

The Dormston School

01384 816395

ldawes@dormston.dudley.sch.uk

Mrs Julie Poppleton

Chase Terrace Academy

01543 682286

j.poppleton@cttc.staffs.sch.uk

Mr Mark Hickinbotham

The Weston Road Academy

01785 413600

mhickinbotham@westonroad.staffs.sch.uk

Primary Schools

Although it is not yet compulsory, we at YETI feel the earlier you can encourage students to consider careers, the better. We offer introductory sessions for Primary Schools based around fun, engaging play activities to introduce careers education, particularly as student's approach and work through Key Stage 2. Our sessions are all workshop based and along with our bespoke offer, we have many pre-planned sessions available:

Who Am I?

Here we work with local employers to present an alternative image of traditional careers. Through an art and crafts activity, we explore and challenge gender stereotypes and raise aspirations. We finish with an opportunity for pupils to meet representatives from traditional subjects, ask questions and try on uniforms.

What is a Career? What is a Job?

Presented through an Assembly, we support pupils to find the differences between a career and a job. We explore the careers and jobs all around us that we may meet every day.

Which animal are you?

Based on personality and skills assessments, we help students to explore their skills and abilities in a fun and safe way. Once pupils have completed our assessments we assign them the character of an animal based on their strengths. Animals are then grouped together in 'herds' and speak to a representative from a career that suits their characteristics. An interactive and engaging activity then takes place with the herd and employer representative.

What do you do?

Based on the 'Show & Tell' model, parents are invited into School to speak to pupils about their own career, giving an insight into what they do each day. Pupils have an opportunity to ask questions.

Aspire Project

A panel of four local employers come into School to talk to students about what they do and to take questions. It is recommended this project be delivered to upper Key Stage 2 students.

Bespoke services are available. Please contact us for further details and to discuss your requirements.

Secondary Schools

1:1 Guidance Interviews

What's covered?

A 1:1 discussion with a professionally qualified (Level 6) Careers Guidance Consultant. The Consultant will analyse the student's current level of knowledge about their options, looking in detail at what motivates them, what their interests both in and out of school are and how these could come together in an appropriate career choice. The options discussed will include College, 6th Form, Apprenticeships, Higher Education and alternatives to University. All 1:1 guidance interviews will result in a personalised pathway plan with supporting websites and resources identified.

Duration

Interviews take from 30-45 minutes to suit school timetabling and year group.

What will the student take from the interview?

- ❖ Self-reflection on their current thinking, skills and interests and evaluated themselves in relation to opportunities available
- ❖ An increased understanding of career decision making
- ❖ Awareness of realistic and aspirational options open to them
- ❖ Identified possible barriers and strategies
- ❖ Identified their next steps which will be recorded in an action plan
- ❖ An awareness of information including web-based information for further research

What are the outcomes for the school?

- ❖ Students are focussed on appropriate routes to support their progression
- ❖ Raised student aspirations with subsequent impacts on attendance and behaviour
- ❖ Motivated students focussed on achieving the grades needed to maximise their potential
- ❖ Identified likely post-16 progression data for students
- ❖ Positive post-16 destinations. As students are better able to make well informed decisions about their chosen course/ subjects they are more likely to make suitable choices and remain in learning post-16
- ❖ Further support needs for the student will be identified and discussed with the school or other organisations where appropriate

What's the cost?

Based on a minimum of 6 guidance interviews per day (subject to timetabling), interviews are normally charged at £225 per day. If a School or consortium of Schools can offer a minimum of 100 days over an academic year, the daily rate will be discounted.

Work Experience Placement Support

What's covered?

We understand the importance of having an opportunity to explore the workplace in detail through a placement. It can often be hard to find placements for students in Year 11 or 12 seeking a more unusual career, such as Forensic Science or Cyber Security.

We can offer intensive support for those students struggling to find a placement through the School's in-house procedure. We can provide 1:1 support for the student to identify a suitable placement, consider how best to approach that provider and secure the placement. In addition, we operate many interventions to prepare the student for the placement to ensure they have a positive experience and leave both the employer and the student wanting more.

Duration

As the support provided is personalised, it's difficult to put a timeline on how much support will be provided. We prefer to remain engaged with the student in the lead-up, throughout the placement and beyond. Once we are confident they have taken as much as they can at this stage from the experience, we are happy to move them on to our more universal methods of support. This can involve anywhere between 3 and 6 individual interventions with students referred onto the program.

What are the outcomes for the student?

- ❖ An increased chance of securing a meaningful and work experience placement
- ❖ The preparation element of the support ensures the student can handle most workplace situations and is therefore more likely to complete the full duration of the placement without incident
- ❖ A positive work experience placement for all involved may lead to more opportunities to gain experience, part-time/full-time work or an apprenticeship

What are the outcomes for the school?

- ❖ A higher percentage of students on placement, gaining meaningful experience
- ❖ More engaged and enthused students upon their return – possibly more aware of the entry requirements of their ideal role and more willing to do what is necessary to secure those entry requirements in lesson
- ❖ Improved relationships with local employers that may previously have had a negative experience with a student on placement

What's the cost?

Due to the intense nature of the support provided, we recommend a minimum number of 10 students be identified to participate in this program, in order to make it viable to operate. The cost includes locating an appropriate placement, completing the Health & Safety checks and ensuring the correct documentation is in place, supporting the student through the placement and ensuring the impact is embedded after the placement concludes.

Support under this program is charged at £50 per student.

Morrisby Online Profiling & Analysis

What's covered?

Morrisby Online has been designed to help students make decisions about:

- ❖ What subjects they could study at the next stage
- ❖ Where these subjects might lead in terms of careers
- ❖ Themselves; their strengths, weaknesses, skills and aptitudes

As these sorts of decisions are not one-off events, Morrisby Online can adapt to a student's changing situation, needs, interests and aspirations.

So, Morrisby Online is a flexible tool to encourage students to become more self-aware and consider this new knowledge in-line with their career aspirations and goals. The true strength in the online system over the older paper-version is its flexibility when faced with the changing needs and aspirations of the student. Morrisby Online can be adapted to reflect these changes and accordingly reflect more appropriate career and subject choices.

Duration

The test itself needs at least 110 minutes so we would encourage all Schools to please allow two hours for the full test, when purchased with the Analysis & Interpretation Interview.

What are the outcomes for the student?

- ❖ Focuses a student's thinking on their strengths, aptitudes, aspirations and interests and where this might lead beyond 16
- ❖ Offers an insight into your character and highlights areas you may need to develop to succeed in your chosen career
- ❖ Results are available instantaneously
- ❖ Supports those students with no idea what they want to do and matches them with a course/career their aptitudes, therefore improving motivation, participation and aspiration
- ❖ Offers a lifetime log-in so details can be updated as they change. Career suggestions will change accordingly

- ❖ With the Analysis & Interpretation meeting, offers a clear pathway to the career they have chosen with course and provider signposting along the way

What are the outcomes for the School?

- ❖ Improves student retention, motivation, participation and aspiration
- ❖ School can feel confident and secure in the student's destination post-16 – they have made the right choice for them!
- ❖ With the Manager's log-in, School can have access to the students test result, analysis and course/career suggestions thereby informing any conversations or meetings held in School
- ❖ Assessments can be delivered at any time, to any number of students and on any device/platform
- ❖ Progress through the assessments can be tracked
- ❖ The monitoring system allows for parental input and feedback (reports can be emailed to parents)
- ❖ With reduced overheads, the Online system is more cost effective for Schools and can underpin the Careers Education, Information, Advice & Guidance programme

What's the cost?

The Online test costs approximately £30 per student, with the facilitator supporting at an additional £75 per test session (numbers of students taking the test is only dependent on the IT resources available).

The Analysis & Interpretation Interview lasts approximately one hour and costs £75 per student – discounts are available if a whole day of interviews can be arranged with five interviews per day costing £225 per day.

Further support packages are available. Please contact us for more details.

Group Information Sessions, Workshops & Assemblies

What's covered?

All our group delivery programs are fully bespoke and designed to meet your specific needs. The sessions are led by our professionally qualified Consultant's and usually involve a presentation to students, with supporting materials. Sessions are always engaging, interactive and delivered using the latest teaching methods and techniques. Students are given all the information needed to help them move forward with their career planning.

We endeavour to involve other professionals in group delivery and often bring in local training providers, Colleges and employers to support our sessions. Where we consider it appropriate and beneficial to the session, young people who have or are currently experiencing the issues being discussed will also support session delivery. This has an enormous impact on those involved and ensures the session is meaningful and its impact long-lasting. We believe

passionately in employer engagement and see any group delivery as an opportunity for students to engage directly and meaningfully with a significant local employer.

Duration

Group Information Sessions and Workshops can take 30-50 minutes, to suit timetabling and topic. Assemblies usually fit into 10-20 minutes, again to suit timetabling.

What topics can be covered?

Sessions could include but are not limited to;

- ❖ What is a Career? What is a Job?
- ❖ Options at 16/18
- ❖ Apprenticeships; What, why, where and when?
- ❖ Accessing employment opportunities
- ❖ CV Clinic & Interview Skills
- ❖ Mock Interviews (delivered by a range of experiencing Human Resources personnel)
- ❖ Entry Into [specific careers areas]
- ❖ Using specific careers-related IT packages
- ❖ Soft skills in demand with employers
- ❖ Sexual Health & Relationships
- ❖ Teenage Pregnancy
- ❖ LGBTQ Awareness
- ❖ PREVENT Strategy
- ❖ Drug Education & Awareness
- ❖ Mental Health & Wellbeing

Size of the group?

Anywhere from 5/6 to a whole year group, dependent on need and interest.

What's the cost?

For those schools buying in a package of guidance, group information sessions can be delivered as part of the general time allocation. Alternatively, sessions can be delivered as stand-alone units at a cost of £100 per session or £350 per day.

Day off Timetable Sessions

What's covered?

Day off Timetable (DOT) or Enrichment Days offer a rare opportunity to engage with a complete cohort. We can create a day to fit your need, both PSHE and Careers-related. For example, we could offer a day of workshops on Sex & Relationships, Teenage Pregnancy –

Myth vs Reality, CSE & Domestic Violence, Financial Awareness or Mental Wellbeing. This would involve 5/6 one-hour sessions, delivered by experts in their fields and using real case studies where appropriate.

In the careers arena for example, if you want to offer students an opportunity to network with employers and training providers, we can arrange a 'speed dating' session or Careers Fair. Alternatively, we can offer students the chance to spend the day working on a real-world project brief in a sector they are interested in. Engineering students might then spend the day with a local engineering firm, speaking to employees, touring the site and completing an activity based around a current contract or project undertaken by that employer. We can also spend the day supporting Year 9 students to analyse their skills, behaviours and weaknesses to better prepare them for studying their GCSE's.

Our network of contacts and facilitators are tried and tested, so we know they can deliver an engaging and meaningful intervention. We are able to identify a facilitator to meet any need and deliver any topic, so please get in touch if you have a specific theme in mind.

Duration

We can tailor our programmes to half-day or full-day packages.

Size of the group?

We can work with form/tutor groups to whole year cohorts.

What's the cost?

Due to the increased time and administration required to plan and deliver such sessions, we charge a minimum fee of £500 per D.O.T. or Enrichment day. Where a school or consortium is purchasing many days throughout the year there is an opportunity to reduce this cost. The charges for other facilitators brought in to support the day is included in our costs.

What are the outcomes for the school?

- ❖ As the sessions are fully bespoke, we can cater to all needs
- ❖ With the interactive and engaging sessions available, students often feel re-energised and focussed on the remainder of the academic year and their achievement goals for that period
- ❖ Sessions support student achievement and progression, supporting or changing their destination choices and highlighting gaps in their skills development offering targets for the remainder of the year
- ❖ Employer engagement has been proven to be far more effective than many other methods of careers education or guidance
- ❖ Enhanced curriculum links, explored through these sessions, serve to re-awaken and develop interests in specific curriculum subjects. It also demonstrates to OFSTED and governing bodies that careers and careers provision is delivered not only as standalone support but as a key part of every curriculum area in School

Please note: D.O.T. or enrichment activities may cause students to question their original post-16 destination choices so we would recommend these activities are purchased with at least one day's 1:1 Interview allowance attached. This affords students the opportunity to talk through their revised choices with an independent and impartial, suitably-qualified Consultant.

Parent's evening/Post-16 event

What's covered?

We can offer time slots for 1:1 discussions with parents and students, supporting student choices and offering guidance to parents/carers as to what to expect and how best to support their son/daughter. We can also offer a presentation to parents on the key decision points coming up over the next year and how they can support their son/daughter, alongside what is being delivered in School to get the most from the time ahead.

Duration

We attend for the duration of the evening, considered to be approximately three hours.

What's the cost?

Evening sessions are charged at £150 for the full three hours. Where a school/consortium has purchased a package of delivery we can include up to 2 evening sessions within the cost agreed.

What's the outcome for the students?

- ❖ Parents may disagree with students about their next steps, causing confusion, distress and possibly upset at home. This has a knock-on effect in School. By offering to speak with parents alongside the student, we can clarify the reasons for the student's choice and explain this in more detail to parents. We can point towards student retention and satisfaction in explaining why a student's choice may not seem like the right one to their parents. This of course can work the other way! We may suggest a student takes a different path if their skills and strengths do not match their choices
- ❖ Students are often more willing to come and see us after School, where the stigma of having been pulled out of a lesson is not present. We often find students are more open in an evening session allowing us to further explore motives and interests thereby making more appropriate suggestions specific to the student

What's the outcome for the school?

- ❖ Increased parental engagement encourages student achievement and attendance

- ❖ Behaviour patterns can be changed and attendance approved where a parent understands the need to achieve in School to secure the destination they want for their child
- ❖ School and home can be pulling in the same direction if everyone understands what that direction is!

Increased Commitment & Engagement (I.C.E) Program

What's covered?

With the changes to local authority priorities and budgets, NEET prevention has become very fragmented across the country. With our Increased Commitment and Engagement (I.C.E) Program, we can offer targeted and tailored support to students at risk of exclusion. This includes meeting the student in-school, at an Alternative Provider or at home if necessary. We support them to overcome social barriers to education, aiming to bring them back into School to complete their studies. This includes helping them to identify suitable post-16 destinations, arranging and escorting them on visits and to interviews, supporting their application and enrolment and seeing the process all the way through to the end of the autumn term to ensure they are engaged and happy. Along the way we may undertake some self-confidence and self-esteem boosting work, support them to find and complete a Work Experience placement or offer some relaxation/meditative techniques to encourage more self-control and better mental health.

Duration?

The program is built around the needs of the individual students referred to us but we would expect to work with someone from Year 10 through to the end of the first term in Year 12.

Size of the Group?

When we confirm delivery of the programme with a School partner, it is based on a set number of places which can be anywhere from 5-30. Referral and Progress meetings (REPs) are held every term with School representatives to review individual student progress.

What's the cost?

The I.C.E Programme is highly bespoke and as such we would need to discuss the individual needs of the students concerned. We are able to give a rough indication of our suggested level of support;

1. 1:1 meeting to review the students plans for progression and discuss options
2. Site visit to view their options in situ (parents may wish to attend)
3. Home visit to review their plans with parents
4. Group work or further 1:1 to make a formal application

5. Home visit over the summer to ensure they make the transition successfully

Our costs would be £40 per hour with each 1:1 anticipated to last 45 minutes - 1 hour. Site visits would need to be over half a day each with a maximum of three site visits per day (around 2 hours per visit). Home visits would also be carried out at a maximum of four visits per day (one hour per visit). Day rates are £235 per day. The recommended programme listed above would therefore require 6 hours per student - £235. There is value in delivering more than one 1:1, site visit or home visit per day to bring costs down.

Schools could of course select how much intervention is required for each individual student.

What's the outcome for the student's?

- ❖ Greater awareness of their intended destination and the grades, commitment and references required to secure it
- ❖ A more supported and engaged student will make better choices for their future and is more likely to remain engaged with their post-16 provider

What's the outcome for the School?

- ❖ Improved engagement and focus of the students involved
- ❖ Improved atmosphere and learning environment for the student population with higher levels of engagement and learning
- ❖ Improved destinations for post-16 leavers
- ❖ Lower costs involved in pursuing and resolving absence and attendance concerns

Employability Plus Passport

We recognize the importance of preparing your students for the world of work. In the modern employment market, that can mean ensuring the students have the skills to transition between roles and careers as they mature, develop and build a life for themselves. The importance therefore of key employability skills has never been higher.

We work with several partners, such as Work Ready Graduates and Youth Employment UK, to create an Employability Passport program for your students. This often involves one hour per week in a classroom setting. We support students to undertake online tasks in communication skills, resilience, teamwork, networking and conflict management. Each session is supported with interactive activities often utilizing a local employer, FE, HE or training provider to supplement the session. Students are awarded a virtual "stamp" for each skill they achieve. "Stamps" are collected in a digital passport which the students can take with them to their next step as evidence of their skills.

As this is a highly bespoke program, we prefer a conversation with you about your employability needs before quoting a price. Contact us if this is something you are interested in and we can discuss how we can help you further.

Alumni Assist

Schools have an enormous network around them that sometimes goes un-used. Our Alumni Assist program seeks to rectify this. Under the project we would contact former students, identifying their current destination and establishing a line of contact with them, building a community with connections to the School. Where possible we would include the Alumni members in employer engagement opportunities in School. Students often make a closer link with former students and more closely associate with their aspirations and goals.

Our Alumni could support the School in forming a mentoring program or supporting work experience placements and more. Under the Alumni banner we would include parents of students, both current and former. Parents often have much to offer the School beyond the more routine roles within the Governing body and PTA. We believe Schools can utilise this resource to enhance their CEIAG offer and form strong partnerships with the community.

As a very bespoke project, the costs and duration are subject to negotiation with the School but this is something we are keen to develop further.

If this is something that links to your School Development Plan, or something you feel would be of benefit to the students, get in touch to see how we can help.

Intended Destination Monitoring

Level of Service	GB Link	Cost
<p>Platinum</p> <ul style="list-style-type: none"> ○ Working with the last three years of leavers (up to 250 per cohort), we will make phone, mail, email or text contact with former students and confirm their current destination ○ We will create up to five Alumni Profiles per year group to be displayed around School ○ We will host an Alumni event at your School to introduce Alumni to your Careers Programme and encourage their support ○ We will invite former students to join a social media based Alumni Community for their School – where one is already available we can signpost them to it, or we can set up one on your behalf 	<p>Maintaining contacts with and developing relationships with Alumni can support you in meeting GB 1, 2, 4, 5 and 6</p>	<p>£1,000 per year group</p>
<p>Gold</p> <ul style="list-style-type: none"> ○ Working with the last three years of leavers (up to 250 per cohort), we will make phone, mail, email or text contact with all former students and confirm their current destination 	<p>Maintaining contacts with and developing relationships with Alumni can support you in meeting GB 1, 2, 4, 5 and 6</p>	<p>£750 per year group</p>

<ul style="list-style-type: none"> ○ We will create up to five Alumni Profiles per year group to be displayed around School ○ We will invite former students to join a social media based Alumni Community for their School – where one is already available we can signpost them to it, or we can set up one on your behalf 		
<p>Silver</p> <ul style="list-style-type: none"> ○ Working with the last three years of leavers (up to 150 per cohort), we will make phone, email or text contact with all former students and confirm their current destination ○ We will create up to five Alumni Profiles per year group to be displayed around School ○ We will invite former students to join a social media based Alumni Community for their School – where one is already available we can signpost them to it, or we can set up one on your behalf 	<p>Maintaining contacts with and developing relationships with Alumni can support you in meeting GB 1, 2, 4, 5 and 6</p>	<p>£500 per year group</p>

<p>Bronze</p> <ul style="list-style-type: none"> ○ Working with the last three years of leavers (up to 100 per cohort), we will make phone, email or text contact with all former students and confirm their current destination ○ We will invite former students to join a social media based Alumni Community for their School – where one is already available we can signpost them to it, or we can set up one on your behalf 	<p>Maintaining contacts with and developing relationships with Alumni can support you in meeting GB 1, 2, 4, 5 and 6</p>	<p>£300 per year group</p>
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Consultancy

Ever thought about securing an award for the excellent careers programme you already run? YETI can offer consultancy sessions to ensure you are fully prepared for the assessor's visit and achieve the award you are aiming for.

We can help with employer engagement, curriculum mapping, careers policy construction and current delivery programme audit and analysis. We are willing to work with you to look at how to maximise the current programme offered or design and implement a new programme.

Consultancy is charged at £250 per day.

Partnership Programs

We work in partnership with many other organisations to bring you the best and most effective interventions for your students.

For an idea of what we can offer, look at our Football with Goals course outline below or visit www.steam-school.com.

These fantastic and innovative programs and many more are available through YETI.



Football with Goals

An innovative approach to individual and team development.

A practical and highly interactive program designed to develop individual and team working skills by understanding the values, rules and procedures of being able to work with others to achieve shared objectives and be part of a high performing team.



Delivered by a qualified FIFA A Licensed Coach with over 20 years' experience in the professional and amateur football leagues and a Personal and Business Development Coach with over 20 years of working with elite and high performing teams including several businesses who have featured in The Times top 100 companies.

By using examples from winning teams from sports such as football and cycling; this course will help you understand how to identify what you want to achieve, how you will do it and who can help you get there.

Resources:

- ❖ Access to a classroom environment and projector, flipchart and flipchart stand

- ❖ Access to an indoor sports hall / outside playing surface, flipchart and flipchart stand
- ❖ We will provide a laptop and flipchart markers and tennis / footballs

Delegate information:

- ❖ Maximum of 30
- ❖ Physically active
- ❖ Interested in sport / football
- ❖ Motivated / Interested in taking personal responsibility
- ❖ Mentors / Interested in supporting others

Choose a Football with Goals program to suit your Audience:

- ❖ Football with Goals – Focus on Improving Communication
- ❖ Football with Goals – Focus on Leadership & Management
- ❖ Football with Goals – Focus on Taking Personal Responsibility
- ❖ Football with Goals – Focus on Goal Setting
- ❖ Football with Goals – Focus on Effective Team Work

Learning Outcomes will include:

- ❖ Understand why effective teamwork is important when striving to achieve challenging targets
- ❖ Learn how to set stretching targets and achieve difficult tasks by working as part of a team and taking personal responsibility
- ❖ Understand the individual's role within the team and how it impacts on achieving a particular goal
- ❖ Understand how shared values and culture can affect team work and individual performance
- ❖ Identify the winning habits associated with successful teams and individuals
- ❖ Establish and agree upon a code of conduct and a set of winning processes and procedures to achieve challenging targets
- ❖ Learn how to find creative solutions to problems and take individual responsibility to overcome difficult situations
- ❖ Understand how shared goals can impact on and support individual and team motivation
- ❖ Improve communication skills both personally and across teams
- ❖ Use data to establish successful conditions to achieve desired outcomes

Costs:

£600 per day inclusive of travel costs and pre-course scoping activities. Discounts are available for multiple bookings.

Next Steps:

To discuss or book a course:

Contact Pete Small on 07380 206 306

Email: Pete@theyetild.com



Services to Staff

We are pleased to be able to bring you a new programme of Staff CPD, introduced this year. In-line with the Government's National Careers Strategy and revised Statutory Guidance, we base our package of support around the Careers Leadership qualification, supporting Careers Leaders and others in School to deliver a comprehensive and effective programme of Careers Education, Information, Advice and Guidance.

Our CPD sessions can be delivered as half-day or Twilight sessions, with content created to suit your requests.

Our formal qualifications are awarded in partnership with Always Consult Ltd and fully accredited.

Alongside IAG, we offer sessions directed at Year 11 and/or Sixth Form Tutors to inform them of the options their students have, the local labour market opportunities and the changing nature of work and the workplace.

Careers Coordinator Briefing's

Available at multiple locations on at least three different dates throughout the year, our half-day briefing sessions are for those new to the role or those looking to refresh their programme in-line with revised national guidance. Each briefing's agenda is updated to reflect the latest developments in the industry, but we would expect to cover the following areas;

- ❖ National Strategy, Policy and Guidance
- ❖ Ofsted requirements
- ❖ Best practice (led by a local School recognised for their CEIAG offer) ❖
Resources & areas of support

For more information, please visit our website.

Midlands Careers Network (MCN)

In partnership with local employers, we offer CPD opportunities for staff engaged in Careers or WBL delivery in School. This is delivered as half-day sessions at a local business. For example, we have previously worked with Seddon Construction and offered staff the chance to visit one of the company's flagship building sites and hear from staff involved in buying land, preparing scientific reports on previous "brownfield" sites, designing new sites, developing the land, and selling the properties. The aim of such events is to generate contacts for the staff in School, develop their awareness of the local labour market and opportunities within it for their students and enhance their own CPD.

We are currently working on developing a range of opportunities.

For more information or to find out about the other MCN events planned, please visit our website.

These events are free of charge.

Local Labour Market Options

Intended for Year 11-13 Form Tutors, this is a Twilight session for two hours. We consider the local labour market identifying areas of growth and decreasing employment opportunities. We link this to the post-16 offer available locally to students. Tutors are advised on how to have conversations with their students around destinations and where they can access further support both inside School and out.

Curriculum Mapping & Support

We recognize the importance of subject teachers and the role they play in inspiring and guiding students towards their next destination. To this end we have created a range of materials we can use in collaboration with Heads of Department to ensure careers and CEIAG are embedded into their subject delivery.

We can work with your department to ensure you have display in your classroom showcasing the careers available within your subject. We can help you to build links with local businesses looking for the skills and abilities your subject develops, so they can be used to support the student's awareness of how the curriculum links to the world of work. This may mean employers attending lessons every so often, or students visiting a local employer to see their subject in action.

Curriculum mapping pricing is based on the number of departments seeking help and the level of help required. This is a service we can often include in a bulk delivery agreement.

Guidance Qualifications

With the new National Careers Strategy and revised Statutory Guidance, the importance of securing the correct qualifications to both deliver and manage guidance services in School has been underlined. As such, we have partnered with Always Consult Ltd and Develop-meant Ltd to bring you a comprehensive CPD offer.

The qualifications we can offer include:

OCR Level 3 Certificate in Advice & Guidance

For those staff new to offering advice and guidance, or those who want an all-round knowledge of the advice and guidance process.

OCR Level 4 Diploma in Advice and Guidance

Geared towards practitioners who are more experienced in the advice and guidance sector. If you are offering in-depth information, advice and guidance on a range of topics, this is the qualification for you.

OCR Level 4 Diploma in Career Information and Advice

For those with more experience in the guidance sector, with the added element of units on negotiating and maintaining service agreements, integrating Careers Education Guidance within the curriculum, and undertaking research for clients (amongst many others!).

OCR Level 6 Diploma in Career Guidance & Development

Considered the "industry standard" qualification for careers, advice, guidance and coaching professionals. Those looking to contract with Schools to deliver this are expected to be on the CDI's Register of Professionals, membership of which requires at least three units from the Level 6 qualification.

“We continue to encourage schools, colleges and other organisations to use the CDI’s UK Register of Career Development Professionals to identify qualified practitioners”.

Careers strategy: making the most of everyone’s skills and talents - December 2017

Level 6 Certificate in Careers Leadership

The National Careers Strategy states that, from September 2018 “A named Careers Leader should lead the careers programme in every school and college”. So, if you are responsible for organising, commissioning and delivering careers work in Schools, this is the qualification for you. It includes the QCF Level 6 units in:

- ❖ Lead and manage career development work in an organisation; ❖
- Continuously improve career development work in an organisation; ❖
- Plan and design career-related learning programmes.

Additional Qualifications

We can also offer the following training courses and qualifications:

- ❖ Careers Theory Needn’t Be Dreary! (One-day workshop)
- ❖ Effective Use of LMI (One-day workshop for IAG staff)
- ❖ How to Sell Your Service (One-day workshop for IAG staff)
- ❖ ILM Level 2 Leadership and Team Skills
- ❖ ILM Level 3 Leadership and Management
- ❖ ILM Level 4 Leadership and Management
- ❖ ILM Level 5 Leadership and Management
- ❖ BTEC Level 3 Award in Education and Training
- ❖ BTEC Level 4 Certificate in Education and Training
- ❖ BTEC Level 5 Diploma in Education and Training
- ❖ ILM Level 3 Coaching and/or Mentoring Award and Certificate
- ❖ ILM Level 5 Coaching and Mentoring Certificate and Diploma
- ❖ Coaching with Confidence
- ❖ Training, Assessment and Internal Quality Assurance (TAQA)
- ❖ Driving Performance and Dealing with Performance Issues
- ❖ How to Deliver Feedback
- ❖ Starting Up in Business
- ❖ Customer Service
- ❖ Professional Practice Observations
- ❖ Group Work Skills (One-day workshop)
- ❖ How to Say “No!” without Feeling Guilty (One-day workshop) ❖ Presentation Skills (Two-day workshop) ❖ Work Ready, Get Steady – GO!

Conference Feedback

We place a high value on CPD, so we are always looking for courses and opportunities to expand our own knowledge and inform our practice. This ensures the guidance we supply is correct and up to date.

This means we often attend courses, conferences and employer engagement opportunities that our partner Schools may benefit from. We have therefore created personalised briefing sessions where we can update you on the information gleaned from a recent course or conference attendance.

Pricing

All our qualifications are individually priced so please get in touch if there is anything here that interests you.

Our Conference Feedback sessions are also individually priced, based on the length of the course attended.

We also offer a bespoke training service so if you are looking for something not listed, let us know as we can work with you to create a course that meets your needs.

Services for Parent's

We understand that a student's relationship with their parents is crucial to their success in School. As a parent I understand the role we play in our children's decision-making processes. You may be the first person they speak to about their post-16 ideas so your first response is vital to their future planning and progression options.

At YETI we would like to extend a helping hand to parents and would like to work with you, in groups or individually to make you aware of the localised options for your son/daughter. We can run group information sessions at a venue near you for up to 30 parents, to present information on the options your son/daughter may take in the local area beyond 16 or 18. This kind of session would cost £300 for a two-hour workshop.

We can also offer a 1:1 interview for your son/daughter in your home. You can buy these directly from us. Interviews usually last around one hour and your son/daughter will be issued with a personalised pathway plan based on our discussions with them. Our first diagnostic meeting is free, with any identified support available at a charge of £70 per hour including any preparatory research or ongoing email support. A Morrisby Profile can reinforce this.

Our support is also available on a retainer basis. By buying this way, you ensure we are available by phone or email as and when needed, from Year 10 until the end of Year 13. The retained offer includes a monthly progress meeting. This choice is available at a one-off charge of £500. Other payment options are available.

All our Consultants have enhanced DBS clearances to work with young people and references are available on request. For more testimonials from parents, students and School staff, please visit the Testimonials page of our website or Facebook page.

Here is a summary list of the services we could offer;

- ❖ 1:1 Careers Guidance Interview
- ❖ Online Morrisby Test and Analysis Report
- ❖ Employer Mentoring
- ❖ UCAS Application Support and Advice
- ❖ Interview Preparation and practice (including a mock interview with an employer)
- ❖ Apprenticeships Advice (including applications and finding degree apprenticeships)

If you're interested in learning more about how we might be able to help your son/daughter, please contact Pete Small on 07380 206 306. Pete is also available on [LinkedIn](#), [Twitter](#) and [Facebook](#).

We look forward to supporting you in 2021/22.

Testimonials

"I recently attended a careers evening at my sons school. My son having no clue as to what he wants to do after taking his GCSE'S next summer! We visited many collage/sixthform/apprenticeship stalls, all of whom were very helpful and informative. But we seemed to be going around in circles....there are so many options.

We ended the evening by speaking to Pete at the careers advice desk. Pete listened to my son, asked him about his ability, how he likes to study and what he enjoys doing. Within a relatively short space of time, the best route forward was suddenly becoming much clearer. We left the evening with a plan!

Pete emailed us the following day with links to information that would help us and my son has got access to him weekly during school hours as further advice requirements arise.

A big thank you Pete for your time and advice, it helped us so much."

Parent of a Year 11 Student

"I found the meeting useful because...I have been told more about the ideas of an apprenticeship and applying for colleges"

Year 11 Male

"I found the meeting useful because... I now have a clearer understanding on future options including university choices, courses and requirements."

Year 11 Female

"I found the meeting useful because I am now aware of all of my possible options and what I need to get there."

Year 13 Female

"Pete is always friendly, approachable, flexible and very knowledgeable. Our students have learnt to trust him, value his advice and actively seek him out whenever they have a question or query. From my perspective as Careers Leader, he works with me to meet my needs and help me develop our unique careers programme. He is happy to work around me and our needs in School. I can't fault him for the support he provides."

Careers Leader

Summary

If any of our offer has caught your attention, please don't hesitate to get in touch with our partner schools for a verbal reference. When you're impressed with our work, as we know you will be, please get in touch with our Director to discuss how we can help you put together a first class CEIAG program and start engaging, inspiring and moving your students forward to a positive, life-affirming destination and lifelong career.

Contact Details



Contact Peter Small on:

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E: Pete@theyetiltd.com

W: theyetiltd.com

Also available on [LinkedIn](#), [Twitter](#) and [Facebook](#)