

# P&I TRAINING LTD BEHAVIOUR SUPPORT PROGRAMME FOR SCHOOLS



This document will highlight the service offer for the P&I Training LTD, behaviour support programme for schools. It will also offer additional information and requirements for accessing the programme.

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## Introduction

As a company, over the past 8 years, P&I training LTD have delivered supporting sessions to approximately 50,000 staff members around the UK. We specialise in the subject of behaviour in schools. This offer will lay out a comprehensive support plan created specifically for staff members in schools who have to deal with difficult situations on a daily basis. Using a blend of government guidance, data, research and experience we are able to offer a brand-new service which is going to save schools a lot of money, while also giving them the skills and confidence to make immediate, practical decisions to support behaviour concerns.

When we talk about saving money, please stay with us and get as far as the costs section as there is going to be a lot of offer and support at a cost that you may find quite appealing. We will be as brief and specific as possible in this document but for any further questions please don't hesitate to contact us at – [admin@panditraining.co.uk](mailto:admin@panditraining.co.uk)

## Service offer description.

Section 1	Service offer – this is what your school will receive
	<ul style="list-style-type: none"> <li>• 4 x in person CPD sessions via media conferencing software (see description below)</li> <li>• 2 x networking event invitation</li> <li>• 5 x video support sessions</li> <li>• An online digital learning platform (the amount of programme user codes will vary depending on your school size)</li> <li>• Hypnotherapy support</li> <li>• Certification for all of the sessions for your entire staff team.</li> <li>• 2 x online awareness raising CPD (e.g County lines, gang culture) This will be chargeable at £50 per school – the usual price for this online session is £200.</li> <li>• Reduction on top up sessions e.g physical intervention</li> <li>• The following documents will also be added to the page. Recording proforma Positive handling plan proforma DfE guidance documents</li> </ul>

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## **In person CPD sessions**

Your entire school will have access to our online sessions. The sessions are accredited sessions and covers 4 topics.

Session 1 – What is behaviour and how it presents in schools

Session 2 – De-escalation and dealing with behaviour concerns in schools

Session 3 – Recording and planning for behaviour concerns

Session 4 – Legal and DfE guidance to the use of physical intervention for extreme behaviour concerns.

These sessions cover an all-round approach to dealing with behaviour in schools from low-level through to the most serious of incidents. The sessions are designed to empower staff and instil confidence in the team to make the right choices in difficult circumstances. It will also give staff the confidence to deal with situations knowing that they are carrying their actions out in a legal and ethical manner.

The sessions are delivered in person via media conferencing software and are a mix of visual PowerPoint display along with live commentary and presentation. Each session lasts for 1 hour giving a total of 4 hours CPD time to your school over the course of a year. Each session is delivered 4 times throughout the year giving you and your team lots of options to attend.

Example – All of the sessions will be delivered 4 times each throughout the year making a total of 16 online sessions for your staff to choose which session suits them best to attend.

## **Networking events**

Twice annually we will have a networking session where we address frequently asked questions or current topics of the moment such as changes to legislation.

## **Video support sessions**

These are there as a backup to your online training. There are 5 supporting videos, and they cover everything that is delivered in the online sessions. If you have a staff member that cannot attend any of the online sessions, they can view the videos as a way of support and/or they can also be used to remind ourselves of best practice. These videos will be accessible via a website page, and you will have unlimited views for your entire staff team for a period of 1 year.

## **Online digital platform**

The entire 5 video sessions will also be available in an online platform which your staff team will be able to access. The staff can work their way through the platform requirements and receive a certificate of completion.

## **Code for reduced cost hypnotherapy support**

We own an online digital store which supports all kind of wellbeing needs including weight loss, addictions, fears, mental health and many more. Each school will receive a code giving them 20 x 50% off any of the online programmes. The programmes are already very cheap and are delivered by Northern England's Master Hypnotherapy Specialist – Christopher Morton.

## **Certificates for each session**

Each individual session will have a downloadable certificate for all staff who have attended.

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## **Additional safety and behaviour sessions**

Each year we will focus on 2 current areas of need for school awareness.

The sessions will be delivered once only in December and May.

In May of 2025 our first session will be on county lines awareness and the December 2025 session will look at gang culture awareness.

## **Discounts**

Any school who buys into our SLA will automatically receive a discount on any of our full physical intervention programmes. The reduction may vary depending on location and time. The additional safety and behaviour sessions are chargeable but at a reduced cost of £50 to each school per session.

## **Documentation**

Government guidance documents will be added to the page to ensure that it becomes a 1 stop area for your behaviour support needs in school.

This service offer lasts for a period of 1 year starting on either 1<sup>st</sup> January or 1<sup>st</sup> September.

## **Section 2**

### **Service offer delivery methods**

The service agreement will run across 2 periods.

September to end August each year and...

January to end December each year.

At the start of each service period your school will be sent a code to access the web pages which will run in line with your chosen service agreement period.

You can choose which period you would like your SLA to run from.

The online CPD sessions will run in the following manner.

During Autumn 1 we will deliver all 4 sessions twice.

Session 1 will be delivered twice in the same week on Monday and then Thursday – the following week Session 2 will be delivered on Monday and then Thursday.

This pattern will continue until all 4 sessions have been delivered over a 4-week period.

We will then repeat this same pattern of delivery every Spring 1 but instead of the sessions being delivered on Mondays and Thursdays we will deliver them on Tuesdays and Wednesdays.

This is to ensure that we give options for the 4 days of the week when staff meetings are usually held along with twilights. The options are there for the schools to enable them to attend on an afternoon that is better for them.

On the 1<sup>st</sup> day of September, we will release a website page with the supporting videos in which your school has immediate access to. The website page will also include the downloadable certificates and links to the online platforms. Online platform codes will be sent out individually to schools.

On the 1<sup>st</sup> day September each school that has signed up will receive their own personal online platform with limits to the number of users that can attend. The number of users will be linked to your agreement size.

This will then be repeated on the 1<sup>st</sup> day of January for schools that have joined for the 2<sup>nd</sup> period.

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Ultimately it doesn't matter which service period you access you will always have access to 16 online sessions (4 x session 1, 4 x session 2, 4 x session 3 and 4 x session 4) along with the supporting videos, online platform, certificates and hypnotherapy reductions every year you are with us.

<b>Section 3</b>	<b>Costs</b>
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We have 3 different purchase costs.

1. Schools with less than 500 children	£300	This is an inclusive cost of everything inside the service offer from section 2 of this document + 20 online platform users.
2. Schools with 501 to 750 children	£350	This is an inclusive cost of everything inside the service offer from section 2 of this document + 35 online platform users.
3. Schools with over 750 children	£400	This is an inclusive cost of everything inside the service offer from section 2 of this document + 50 online platform users.

<b>Additional charges</b>		
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Additional online platform users	£50	This is for an additional 20 users
Additional safety and behaviour sessions	£50	Per session per school

Comparison costs – As a comparison the minimum charge we would make to any school for an individual 1-hour session is £150 rising as high as £300 on our full website prices. The minimum prices of £150 are there for only a few schools who have worked with us for many years and are not an advertised cost for this type of training.

In comparison – for schools to purchase all 4 sessions individually, typical costs would be £600 (minimum) or £1200 (maximum) with an average cost of £900.

The average costs for our new service offer are £350, meaning on average schools are accessing this at less than 40% of the typical costs.

This figure is based on the online sessions alone.

If you then factor in your additional video support, your online platform, networking sessions, documents, hypnotherapy support and the additional service reductions, your savings could run into the thousands.

<b>Section 4</b>	<b>How we keep the prices low</b>
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Our most common way of supporting schools is to do all of the training in person, in the school. This limits the amount of training we can deliver as we do not have the capacity for specialist trainers who can deliver the training at the speed we need it. This forces us to keep the costs high as we are limited to the number of sessions we can deliver. Logistically it is also very difficult due to the location of school's vs the location of our trainers. Expenditure to deliver the sessions can be high from transport costs, sustenance and accommodation costs.

By centralising the sessions into certain periods of the year and delivering through online conferencing software we can remove the logistical problems, we can also have larger numbers of schools with us online at the same time.

This cuts back dramatically on our time.

The results of this are that we can offer the services at massively reduced costs while delivering maximum quality training.

All of the savings we make are being passed on directly to the schools.

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The small compromise for the schools is that they are tied more to certain time periods of the year when the online sessions will be delivered. Along with the additional support of the videos and online platforms, schools will have more scope to allow all staff to continually access the training we offer. When compared to the compromise of being tied to certain time periods we believe this is an extremely attractive offer.

### Section 5

#### Benefits to the school

1. Quality – P&I Training have been running as a company for 8 years and have grown from strength to strength. We are requested constantly to deliver supporting sessions to schools and staff. A lot of you who are receiving this have been with us for a number of years and enjoy working with us.
2. Ease of access – with the different options for you it will be easy for all staff to access behaviour support.
3. Cost – when compared to the average costs for this type of training you could be saving into the region of thousands of pounds.
4. Inspection – accredited certification for all staff in the school for inspection purposes.
5. Guaranteed CPD sessions booked in for the year – this means there is no work to arrange anything. For the convenience alone this takes a lot of work away from somebody inside your school.

### Section 6

#### Offers

The current displayed price is the offer.

Anybody who signs up with us before the 1<sup>st</sup> January 2025 will receive the training programme at the current displayed costs.

Schools who sign up after the 1<sup>st</sup> January 2025 may have to pay more as this programme will also be rolled out through our partner companies and costs may change.

### Section 7.

#### How to access the programme

There are 3 school types, please use the school type that you are.

1. Schools who have worked directly with P&I Training previously and we still have current provider registration with your school or organisation.

Read the online agreement for your chosen period from this website page – <https://www.panditraining.co.uk/behaviour-in-schools-sla>  
 Complete the invoice request.  
 Send the invoice request to us.  
 We will then send you the invoice for payment.  
 On receipt of payment, we will release all of the website and log in details.

Alternatively, you can complete the process by reading the agreement and then use the buy it now button to pay immediately.

Alternatively, you can email us and request to join. We will then generate payment for you and send the details out to you for access.

2. Schools with a Clennell Education Solutions SLA.

These sessions will be available from January 2025 to buy directly through Clennell Education Solutions.

Clennell will invoice you for payment and we will send the details out to you via email.

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3. Schools who are new to our service offers.	<p>Read the online agreement for your chosen period from this website page – <a href="https://www.panditraining.co.uk/behaviour-in-schools-sla">https://www.panditraining.co.uk/behaviour-in-schools-sla</a></p> <p>Complete the invoice request. Send the invoice request to us. We will then send you the invoice for payment. If necessary, send us a new provider sheet for completion. On receipt of payment, we will release the website and log in details.</p> <p>Alternatively, you can complete the process by reading the agreement and then use the buy it now button to pay immediately.</p>
Section 8.	Payment
<p>Payment is required prior to accessing any of the online sessions or materials. Schools who have any form of SLA with Clennell Education Solutions will have their own payment agreements in place and immediate payment may not be necessary.</p> <p>We accept direct payment via bacs and personal cheques. Pay now buttons are available on the website.</p> <p>Log in details, website access and online platform codes will be sent out within 48 hours of payment.</p>	
Section 9.	Cancellations
<p>This is a digital product. Once payment has been made, website access codes will be sent out. On receipt of these codes the training is deemed to have started, and cancellation cannot be accepted. Please ensure you read our digital products policy here... <a href="https://www.panditraining.co.uk/_files/ugd/2e64a9_b791c445c0224614a4961f79ae994cb5.pdf">https://www.panditraining.co.uk/_files/ugd/2e64a9_b791c445c0224614a4961f79ae994cb5.pdf</a> prior to purchase.</p>	
Section 10.	Proposed dates and times
<p>This section contains the schedule for delivery from 1<sup>st</sup> January 2025 to 1<sup>st</sup> January 2026.</p> <p><b>Period 1 - Website release with everything from the service offer inside.</b> Wednesday 2<sup>nd</sup> January 2025</p> <p><b>Period 2 - Website release with everything from the service offer inside.</b> Monday 1<sup>st</sup> September 2025</p> <p>Online CPD in person sessions (all sessions are 3.30pm to 4.30pm on the specified dates)</p> <p><b>Online CPD session 1 - What is behaviour and how it presents in schools</b> Tuesday 28<sup>th</sup> January 2025 Wednesday 29<sup>th</sup> February 2025 Monday 29<sup>th</sup> September 2025 Thursday 2<sup>nd</sup> October 2025</p> <p><b>Online CPD session 2 - De-escalation when dealing with behaviour concerns in schools</b> Tuesday 4<sup>th</sup> February 2025 Wednesday 5<sup>th</sup> February 2025 Monday 6<sup>th</sup> October 2025</p>	

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Thursday 9<sup>th</sup> October 2025

**Online CPD Session 3 - Recording and planning for behaviour concerns**

Tuesday 11<sup>th</sup> February 2025

Wednesday 12<sup>th</sup> February 2025

Monday 13<sup>th</sup> October 2025

Thursday 16<sup>th</sup> October 2025

**Online CPD session 4 - Legal and DfE guidance to the use of physical intervention for extreme situations**

Tuesday 18<sup>th</sup> February 2025

Wednesday 19<sup>th</sup> February 2025

Monday 20<sup>th</sup> October 2025

Thursday 23<sup>rd</sup> October 2025

**Network session 1 –**

Wednesday 16<sup>th</sup> April 2025

**Network session 2 –**

Wednesday 10<sup>th</sup> December 2025

**County lines (additional online session chargeable)**

Tuesday 18<sup>th</sup> March 2025

**Gang culture awareness (additional online session chargeable)**

Tuesday 11<sup>th</sup> November 2025

The direct links will be placed inside the website SLA page.

The rest of the materials including online platforms, videos and documentation will be available all year round.

Of course, if you have any questions, please don't hesitate to contact us at [admin@panditraining.co.uk](mailto:admin@panditraining.co.uk)

For any information requests please email [admin@panditraining.co.uk](mailto:admin@panditraining.co.uk)

Many of you also have my personal, company email address, so for existing schools I would prefer it if you spoke with me directly at [alanrobson@panditraining.co.uk](mailto:alanrobson@panditraining.co.uk)

Thanks for reading and I'll see some of you soon.

Alan Robson

Director and lead trainer

PANDI Training LTD