

# FAQ Sheet



## 1. Curriculum & Qualifications

Q

What curriculum frameworks support your student-led learning model?

A

At SAILS Education, we use a student-led learning model that combines recognized curriculum frameworks, such as NCFE Functional Skills and AQA Unit Awards, with psychology-informed planning. This approach caters to students disengaged from traditional education due to challenges like unmet educational needs and mental health issues.

We conduct psychometric assessments and coaching to create a responsive educational experience, merging accredited qualifications with therapeutic support to help learners realise their potential.

Q

Are NCFE Functional Skills, AQA Unit Awards, and ASDAN Personal Effectiveness qualifications formally recognized and externally moderated?

A

The qualifications we offer—NCFE Functional Skills, AQA Unit Awards, and ASDAN Personal Effectiveness—are formally recognised and externally moderated, providing credible pathways for achievement with flexibility for learners. They ensure standards are maintained through external verification, making them valid and respected in education and employment.

For many young people facing barriers in mainstream education, these adaptable qualifications help rebuild confidence and purpose by:

- Meeting learners' academic and emotional needs
- Recognizing progress in small, meaningful steps
- Supporting EHCP outcomes with evidence-based achievements

Q

How do you align curriculum coverage with national standards and EHCP outcomes?

A

Each learner receives a personalized PATH Plan that aligns learning activities with EHCP targets, ensuring purposeful and measurable education. Progress is tracked through termly reports, and involvement in Annual Reviews enhances the learner's support plan.



## 2. Personalisation & Planning

Q

Can you provide examples of how the PATH Plan is tailored to individual learners?

A

SAILS Education offers tailored examples of the PATH (Planning Alternative Tomorrows with Hope) plan, a personalized, person-centered tool that helps learners visualize their future and create a structured roadmap to achieve their goals.

Q

How are psychometric assessments used to inform teaching strategies?

A

Each learner undergoes various psychometric assessments, including cognitive ability tests and emotional profiling, to:

- Identify strengths and needs in literacy, numeracy, memory, processing speed, and executive functioning.
- Understand emotional responses, stress management, and social interactions.
- Pinpoint challenges like attention difficulties and sensory sensitivities.

This data informs a customized teaching strategy that may involve:

- Adjusting instruction pace and format.
- Using multi-sensory learning techniques.
- Providing scaffolding or visual supports.

Tailoring content to the learner's interests.

Q

What is the process for developing and reviewing each student's PATH Plan?

A

The PATH Plan is a collaborative process that customizes each student's educational journey. It begins with assessments involving learners, families, and professionals to explore personal goals. During the PATH Planning Session, a structured framework helps visualize the future, set milestones, and identify support systems, promoting student ownership of their goals. A curriculum is created, addressing emotional, social, and academic needs with accredited qualifications. The plan is regularly reviewed, encouraging students to reflect on their progress and adjust their aspirations.

### 3. Safeguarding & Attendance

Q

What safeguarding policies are in place for online and in-person interactions?

A

SAILS Education prioritizes safeguarding, attendance monitoring, and welfare support for learners who have faced vulnerability or exclusion. They implement strict safeguarding protocols in line with statutory guidance, ensuring that all staff are DBS checked and regularly trained. Online sessions are securely conducted and monitored through LearnTrek, while in-person coaching occurs in safe, pre-agreed environments with thorough risk assessments. A Designated Safeguarding Lead and deputies manage concerns and coordinate with partners. Additionally, learners are encouraged to discuss their experiences and engage in wellbeing check-ins.

Q

How is attendance monitored and reported to the local authority?

A

Attendance is monitored daily for all LearnTrek sessions, both online and in-person. The system includes:

- Weekly updates to local authorities on attendance and engagement
- Immediate alerts for unexplained absences or concerning patterns
- Termly reports connecting attendance to EHCP outcomes and progress

To address the complexities of attendance in alternative provision, we collaborate with families and professionals to proactively tackle barriers.

Q

What systems are in place to escalate concerns about disengagement or welfare?

A

We have a clear process about disengagement, wellbeing, or safeguarding. Staff initially record observations and discuss them internally. Concerns are escalated to the DSL and communicated with the learner's support network. Our approach focuses on support and collaboration to re-engage learners through understanding rather than punishment.

## 4. Staffing & Expertise

Q

What qualifications and experience do your educators and psychologists hold?

A

We emphasize that our service quality relies on the expertise and compassion of our team. Our learners often have complex needs and challenges in mainstream education, making it crucial for supporters to be qualified and experienced in working with vulnerable and neurodiverse young people. For more details on our educators and psychologists, including their qualifications, visit <https://www.sails-op.com/about-us>.

Q

Who conducts the psychometric and observational assessments?

A

At SAILS Education, assessments are conducted by qualified psychologists or Level 7 trained educators with British Psychological Society membership to meet learners' needs. This ensures ethical practices and accurate interpretations, informing teaching strategies. For complex cases, registered psychologists provide observational reports that aid in EHCP reviews and support planning. Our commitment to qualified assessments ensures tailored and compassionate educational experiences aligned with individual needs.

Q

Are staff trained in trauma-informed and SEND-specific approaches?

A

Our staff are trained in trauma-informed practice and SEND-specific approaches, vital for effectively supporting learners who have faced adversity. Educators must understand and empathize with vulnerable young people, so we prioritize equipping them with the necessary skills. We are committed to ongoing professional development. This commitment ensures our practices are current and effective in supporting learners with complex needs.

## 5. Delivery Model & Engagement

Q

How do you balance online learning with face-to-face engagement?

A

SAILS Education recognizes that online learning alone can be insufficient for many learners. Real human interaction is essential for building trust, connection, and supporting wellbeing, particularly for those who have felt isolated. Their hybrid model combines flexible online learning with meaningful face-to-face engagement to rebuild connections, restore confidence, and ensure every learner feels seen and supported.

Q

What does a typical week look like for a student in each package?

A

A Typical Weekly Structure by Package:

Package 1:

- 5-15 hours of online learning weekly in groups of up to 6, covering Functional Skills English, Maths, personal development, or project-based learning.
- 1 hour of monthly in-person coaching for wellbeing and engagement.

Package 2:

- 5-15 hours of online learning weekly in smaller groups of up to 3 with a tailored curriculum.
- 1 hour of weekly face-to-face support to build trust and ensure emotional wellbeing.

Package 3:

- 5-15 hours of one-to-one online learning weekly for a personalized experience.
- 90 minutes of weekly in-person engagement for deeper connections and wellbeing monitoring.

Additionally, as an exam center, we support learners in achieving NCFE-accredited Functional Skills qualifications while emphasizing enriching education through:

- Project-based learning linked to real-world interests
- Life skills development (budgeting, cooking, independent living)

Recognition of personal growth via AQA Unit Awards and ASDAN Personal Effectiveness.

## 6. Outcomes & Impact

**Q** How do you measure progress in academic, personal development, and life skills?

**A** Progress at SAILS is not just about passing exams—it's about building confidence, developing independence, and preparing for life beyond education. By combining accredited qualifications with personal development and life skills, we ensure that every learner moves forward with purpose and pride.

**Q** Can you share data or case studies showing successful outcomes?

**A** One of our first students, who is now transitioning into adulthood, has made remarkable progress. Initially engaged in daily online learning, he has since participated in two supported living experiences designed to build independence and life skills. This learner's journey reflects the power of combining academic learning with enrichment activities, life skills, and personalised support. It also highlights how our provision can evolve with the learner, adapting to their changing needs and aspirations.

**Q** How do you ensure EHCP targets are met and evidenced in termly reports?

**A** We prioritise supporting progress against EHCP targets through person-centred planning and a thorough understanding of SEND frameworks. Our experienced educators excel in:

- Interpreting EHCPs and setting measurable outcomes
- Integrating EHCP targets into teaching plans
- Monitoring academic and developmental progress

We utilize tools like PATH Plans, psychometric assessments, and weekly engagement logs to track progress. Termly reports, shared with stakeholders, demonstrate each learner's advancement in relation to their EHCP.

## 7. Costs & Value for Money

**Q** What is included in the weekly cost per student, and what is charged additionally?

**A** At SAILS Education, we prioritize transparent and flexible pricing for our services. Weekly costs depend on the number of courses chosen, each offering 5 hours of structured learning.

Included in the Weekly Cost:

- Student onboarding with families
- Personalized PATH Plan
- Psychometric assessments (quantity varies)
- Access to NCFE-accredited Functional Skills qualifications
- Project-based learning and personal development
- In-person coaching/check-ins (frequency varies)
- Weekly local authority updates on attendance and engagement
- Termly reports linked to EHCP outcomes

Additional Charges:

- Annual Reviews: £100 per meeting
- Extra in-person visits: £100 per hour
- Observational psychologist assessments: £650 (Package 3)
- Package 4 (EOTAS): Bespoke pricing available
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In summary, our pricing reflects a commitment to high-quality, personalised education tailored to meet individual learner needs.

**Q** How do you justify the pricing structure, especially for bespoke packages?

**A** SAILS Education's pricing reflects the personalized support, quality, and expertise provided to learners with complex needs, ensuring value for money through comprehensive services. These include qualified psychometric assessments, personalized PATH Plans aligned with EHCP outcomes, access to accredited qualifications, tailored coaching, regular reporting to local authorities, and collaboration with families and professionals. Bespoke packages, such as Package 4 (EOTAS), are developed with input from commissioners and families, featuring enhanced support, specialist contributions, flexible curriculum design, and enrichment activities. Pricing is based on the required input, specialist services, and desired outcomes, ensuring transparency and collaboration.

## 8. Compliance & Reviews

Q

- How do you contribute to Annual Reviews and EHCP updates?

A

At SAILS Education, we support learners by providing detailed termly reports for Annual Reviews, which include:

- Academic progress related to Functional Skills
- Personal development through AQA Unit Awards and ASDAN
- Updates on engagement, attendance, and emotional well-being
- Insights from coaching sessions and PATH Plan milestones

Our experienced SENDCo team ensures reports meet statutory expectations. Attendance at Annual Reviews requires a separate fee of £100 per meeting for effective collaboration.

Q

Are your services inspected or quality-assured by any external body?

A

At SAILS Education, we are committed to maintaining high standards of quality and accountability. Despite being a new service, we have undergone extensive quality assurance checks. Our qualification awarding bodies, including NCFE and AQA, have approved our processes. The Joint Council for Qualifications (JCQ) oversees our assessment practices to ensure compliance with national standards. Additionally, we meet the quality frameworks set by local authorities, including safeguarding audits.

Internally, our Board of Directors, which includes a Clinical Psychologist and a former Headteacher, ensures that our practices are evidence-based and aligned with best practices in SEND and therapeutic education. We meet the new government guidelines for Alternative Provision and continuously monitor policy developments to maintain the quality of our services.

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