

Self and team actualisation for children, young people, adults, partners, families . . .

Self & Team Actualisation Practitioner | Therapeutic Educational Specialist | Life Coach & Biofeedback Wellbeing Consultant | Emotional, Behavioural & Relationship Coaching Consultant, Practitioner & Trainer | Optimal Exercise, Nutrition, Purpose, Flow & Ease Instructor

Remote and personalised home/environmental solutions for 1:1 & small groups.

- Areas of Expertise -

LA's | LEA's | MAT's | SEN & Alternative Provision | Childrens Care Homes & Home Education | National Governing Bodies of Sport | Social Workers & Virtual Heads | Social, Emotional & Academic Ed Tech

Compassionate Pursuit of Self & Team Actualisation via Mutual & Altruistic Endeavour.

Professional Experience to Support T.E.N.T:

This is a brief summary of the experience of the main T.E.N.T provider and creator Marcus Pearson.

For the past 3 years I have also worked on a voluntary and part time basis for www.besuper.ltd

I have become familiar with various Ed Tech services, especially 'telepresence robots' to enhance social interactions, and Fast Forward (an online neuro development tool for improved listening, speaking, verbalising, writing, and comprehending English. I have also used an advanced neuro feedback sound system for improved learning, auditory processing – and further interactions with calm breathing and coherence through HRV technology.

SEN Intervention Specialist

2019 – Present

Responsible for securing and maintaining high end students relating to the most challenging circumstances. With the primary objective to provide exclusive services (academic education and therapy) and results that are above and beyond the scope of existing staff or providers.

- In this capacity I exclusively managed children who were excluded from school or home educated due to severe physical, mental, or emotional challenges and issues. Much of my time has been supporting the needs of learners with SEMH using a trauma informed approach – in particular polyvagal theory from Prof Stephen Porges, and a neuro mindfulness, emotional coaching approach from Dan Siegel. This approach has been more therapeutic than academic based, and incredible success has been achieved with life skills and relationship building due to emotional intelligence and self-actualisation coaching, I have also excelled in supporting Key stage 2 to Key Stage 4 pupils' access creative learning to best support their academic achievement, social skills, communication skills, knowledge, understanding, well-being, and physical development – and I have tailored them to meet their individual or group needs. I have experienced success in supporting pupils with epilepsy, ADHD, autism and/or and speech, language, and communication needs, Developmental Language Disorder (DLD), Dyslexia and PDA (Pathological Demand Avoidance). I have outstanding interpersonal skills and I have used these to build effective working relationships with students, colleagues, parents/carers, pastoral staff, family workers, and social workers to track and evidence bespoke intervention solutions. Using a unique therapeutic and compassionate approach I was instrumental in prolonging contracts, and renowned for achieving positive solutions beyond the expectations of key stakeholders and employers (including LEA's, MAT's, virtual heads, parents, and care providers - and the pupils). Furthermore, I used various innovative digital and ed tech and therapeutic options for creative

solutions and wellbeing. I have also have experience of transition into adult care and independent living and of supporting care staff through care diploma assessments and functional skills and GCSE Maths and English.

As a Tutor I also support selective students with various academic or therapeutic provisions. I am very competent and experienced with delivering Maths and English up to and including Entry Level 1, 2, 3, and Functional Skills Level 1 and 2. I have also delivered PSHE, PE, science, maths, and English up to and including GCSE (5-9 Grade). I am experienced with differentiating activities and selecting and developing resources to meet individual's learning needs or group learning programmes. As an unqualified teacher I also prepare and deliver lessons to full classes on a range of subjects. I also work with the SENCO assisting with PEP's and EHCP's and attending meetings with social workers and the virtual head.

Key Accomplishments:

- I supported a teen aged **home-based** transgender, selective mute, with autism and PDA, pass 6 exams and work towards GCSE Maths and English. The young person has joined a drama school, is fully conversant and can socialise. This extended an £x contract for 1 year to a £y contract for 4 years. At the same time, I was instrumental in securing an £xx contract for another selective mute with PDA. N.B. No competitors or in-house staff could provide need for these children.
- I am currently supporting a teenage boy who presents as a selective mute with Developmental Language Disorder (DLD), Dyslexia and PDA (Pathological Demand Avoidance). He also has significant social anxiety underpinned by fear of judgment, sensory difficulties, social language difficulties and social interaction difficulties, which requires further exploration in relation to Autistic Spectrum Condition (ASC). I have increased his spelling age by 3 years within 4 months and nurtured him through a pass in Math's Entry Level 2 after three years absence from education.
- Nurtured two teenage males through knife crime and gang influenced drug dealing, **from exclusion**, into a learning environment, away from their challenges and issues and into full time apprenticeships.
- Nurtured a full year 6 class through covid-19 with **home education and social interaction** using Microsoft teams and zoom. I was renowned for maintaining and enhancing social interaction and overcoming exclusion as well as achieving academic results.
- Nurtured a **home based** 15-year-old to transition from 200 seizures per day, with no opportunity for learning or social integration – to having only 3 seizures in 6 months and returning to full time education.
- Instrumental and renowned for integrating a large group of 20 excluded male students from a high school through a life skills programme and back into education. These **home-based** students were looked after children, travellers, asylum seekers, refugees, and pupils with extremely challenging behaviour. Within 12 weeks of my intervention all the children returned to mainstream classes, fully engaged in learning, and contributed to their community.

Team Leader Princess Trust Programme

2017 – 2019

Recruited to secure and maintain quarterly budgets. Managing staff and resources relating to the recruitment of 16–25-year-old students in need of a national life skills programme. This involved running back-to-back 13-week programmes from varied locations (including outdoor pursuit residential) and delivering function skills education and life skills experiences to best equip the young people into further education or jobs.

In this capacity I networked with the Job Centres, training providers, colleges and schools and funding providers. I arranged job interviews and created pathways beyond the expectations of my employers. I often used digital technology to enhance isolation and improve wellbeing.

Key Accomplishments:

I had the highest success rate of converting students from attendees to employed status. I was credited by the internal and external verifiers of providing the clearest and most comprehensive admin records, furthermore, my improved formats were adopted by the Trust on a National basis.

UK Sales Director/CEO

2011 – 2017

Founder and Director of a community interest company set up to meet a shortfall in LEA provision. More specifically, to run creative and innovative life skills programme using football, sport, media and creative arts to engage children and young people excluded from school and suffering from isolation and depression. As a CIC, profit streams and pipelines had to be established and maintained before programmes could be run. All profits were re-invested for altruistic endeavour, whilst ensuring self-reliance distinct from LEA funding.

Key Accomplishments:

- Delivering ASDAN and AQA awards to children who would not engage in mainstream or SEN provision.
- Developing an online e-commerce store for selling football and sports related products. Negotiating exclusive contracts, and affiliate links and partnerships with manufacturers, vendors and prospective buyers from national governing bodies, professional and junior football, and sports clubs.
- Increasing sales figures and profits month by month from exclusive product and service negotiations.
- Winning prestigious contracts with professional football clubs and LEA's that enhanced brand awareness and sales.

Recruited as CEO of a youth mentoring charity to apply for funding to run wellbeing programmes for disengaged children and young people. Responsible for all income and expenditure related to premises, staff, and volunteers (150 people) and academic and equipment costs. Managed events throughout the UK and followed up on enquiries for both products and services in a timely and accountable manner. Led Director and stakeholder level negotiations with prestigious professional organisations to run intervention programmes to enhance wellbeing for selected young people.

Key Accomplishments:

- Won contracts with professional sports clubs and British Sport shall Athletics Association to run linked initiatives.
- Secured over £200k in funding to support more than 15 voluntary sports clubs run coaching and mentoring sessions for disengaged children, young people, and families.
- Won prestigious innovative contracts from the LEA to run in -school and after-school sessions for the most challenged pupils. Including contracts to provide specific products and services to multiple schools on a funded basis from the LEA and National Governing Bodies and Sport England.
- Used funding to purchase ed tech equipment and other resources to better engage and nurture customers.
- Ran funded peer mentoring and sports leadership courses for young people with a focus on paid work through a link with Juniors FC CIC – thus increasing continued wellbeing.

Life Skills to support my role as an educator and mentor:

I have chosen to include my experiences beyond those as an educator – as I believe they provide life perspective:

Regional Sports Development Manager

1996 – 2011

Instrumental in setting up one of the largest private/independent sports development programmes in the UK. Secured local authority and school contracts for exclusive use of prestigious local venues for running sporting activities.

Recruited and led multiple professional teams of paid and voluntary adults and young people in the running of sports and fitness sessions.

Ran high level talent identification and progressive skills and fitness programmes for children and young people. Networked with LEA's, care homes and local schools to ensure inclusion was available for the most challenged – more specifically travellers, asylum seekers, refugees, and pupils with extremely challenging behaviour and those suffering from physical difficulties. Created inclusion programmes for those with physical and mental challenges, including managing The Greater Manchester Youth Games for those with special educational needs.

Key Accomplishments:

- Expanded the number and scope of in-school and after school sessions over a prolonged 3-year period – from 5 per week to 36 per week. Increasing numbers from 150 children per week to 1080 per week – and maintaining this for over 10 years.
- Expanded the number of week-end football skill centres from 1 to 11 in 2 years and increasing the numbers attending from 15 to 550 every week – and maintaining this for over 10 years.
- Establishing prestigious links with Manchester United, Leeds United and many others resulting in players being signed professionally.
- Set up more than 20 voluntary football clubs, athletic clubs and multi-sports clubs and fitness programmes and established a large network of people that were fed into an account based programme for upselling further products and services.
- Setting up a web and mobile communication service in live time with results and interactions – before the likes of facebook and whats app were available.

Director of Min-Soccer - MCFA

1994– 1996

Appointed as Director of Mini-Soccer by MCFA to develop and introduce the concept of small-sided football for children in the UK – initially in the greater Manchester area. Forged links with LEA's, schools, colleges, and independent sports facilities to provide venues for new courses. Networked with professional and junior football clubs to run coaching certificate courses, and first aid courses etc. Utilised newly qualified adults to run mini-soccer centres and expand the initiative.

Key Accomplishments:

- Expanded from 1 centre to over 50 centres within 2 years, exceeding targets month after month whilst managing self-sustaining and profitable overall accountability.
- Ran profitable courses for more than 500 adults in 2 years, creating additional revenue streams for the self-funded county set up.

UK Sales & Project Manager for M & M Decor - Manchester

1986– 1992

Invested own money into exhibitions and events to launch a new interior landscaping venture. Followed up on national enquiries, successfully growing turnover from £0.00 to over £1million within 3 years.

Ran regular exhibitions, events, and promotions with great success – expanding contract frequency, size and scope. Contract size increased from £500.00 to £250,000. Frequency increased from one off projects to services accounts: Managed all the UK, including some European contracts. Set up a pipeline of new design and build projects, with architects, main contractors, and specifiers. Established nominated and approved contractor/product/service provider status with key buyers. Serviced multi-national organisations such as the YPO (Yorkshire Purchasing Organisation); plus, local authorities, the NHS and private regional and national suppliers; retail and commercial organisations such as the Co-op and specifiers such as architects purchasing managers. Managed a national sales team of telesales and field

support staff to follow up on all leads and provide specifications for quotes. Managed customer relationships and maintained positive relationships with customers for upselling.

Key Accomplishments:

- Prestigious contracts such as The British Natural History Museum, Meadowhall, Centre Parks, Casino at Estoril Portugal, Sea Life Centre Hunstanton.
- Nominated planting contractor for GMex Exhibition centre providing 100-150 plant displays on short term hire for 3–5-day time periods – (£5k-6k per month for 3 years)
- Provision of plant displays on a national basis for a furniture contractor that sold our displays – (£3k-£5k per month for 2 years)
- Provision of upselling to ongoing new build national projects from national organisation such as the Co-op (£6-£8k per month for 2 years)
- Local authority leisure centre contracts - £25k - £250k

Contract Work Study Engineer and Management Consultant

1983– 1986

Recruited as the youngest contract work study engineer in the UK aged 21. Due to major success at Kirklees Local Authority and then at Smiths Crisps, I was further recruited as a High-Level Management Consultant functioning at Director level at grocery giants Nabisco plc. Reporting to the Operations Director at Nabisco plc I was credited with:

Key Accomplishments:

- Slashing £1.84 million off the operations budget; for managing the changeover from a hand-ball distribution operation to a palletised system.
- Co-development of a new 'computerised vehicle routing system; and subsequent training of all transport managers on its effective use and benefits.
- Saving £0.25million in 3 months after an analysis of the 'blue GKN Chep Pallet system'.
- Reporting to the Sales Director of Nabisco plc I was credited with the successful training of all telesales managers and staff for a new ordering protocol to customers. (Linked to the changeover from handball to palletisation.

Driving:

I have a clean driving license and I am a car owner with business insurance. I can drive a 17-seater mini-bus.

Education / Qualifications / Training available on request due to its extensive nature.