

**The National Federation For Personal Safety**

ARE YOU INTERESTED IN SAVING BETWEEN £3,000 -  
£14,000 OVER THE NEXT 3 YEARS?



IF THE ANSWER TO THAT QUESTION IS YES, THEN THIS MAPPING  
OVER OPPORTUNITY IS RIGHT FOR YOU.

MARK DAWES  
DIRECTOR, NFPS LTD

# Introduction

If you are currently a Physical Intervention Trainer who is delivering the Module 4 Physical Intervention Unit of the Door Supervisors License to Practice Award, then what you are about to read will be of serious interest to you if you are:

1. Interested in making more money, and
2. Interested in saving more money.

If you are an owner of a Security Company who provides SIA Licensed Door Supervisors for venues, then what you are about to read has to be of fundamental importance to you if you are worried or concerned about:

1. Your liability in employing (or using sub-contracted) door supervisors trained in different systems of physical intervention by different training providers;
2. How this can affect you in relation to your business activity and insurance premiums.

## Recent Changes in The Law

To start with there has been a progression and a new case law precedent has been set by the Supreme Court with regard to what is now termed a "Non-Delegable Duty of Care".

Now before you go any further, please read our blog post on this as it will set the framework for what you are about to read and why this has to be of importance to you now.

You can see the blog post by going to:

[http://www.nfps.info/blog/NFPS\\_Blog/post/non-delegable-duty-of-care/](http://www.nfps.info/blog/NFPS_Blog/post/non-delegable-duty-of-care/)

The Potential Impact of this on Security Companies who provide Door Supervisors, and also on Organisations who Commission Security Companies to place door Supervisors on their venue.

The law is quite clear in terms of using sub-contracted, part-time or agency staff. It states:

*"If people working under the control and direction of others are treated as self-employed for tax and National Insurance purposes they may nevertheless be treated as their employees for health and safety purposes. It may therefore be necessary to take appropriate action to protect them.*

*If any doubt exists about who is responsible for the health and safety of a worker this could be clarified and included in the terms of a contract.*

*However, remember, a legal duty under Section 3 of the Health and Safety at Work etc Act 1974 (HSW Act) cannot be passed on by means of a contract and there will still be duties towards others under section 3 of HSW Act.*

*If such workers are employed on the basis that they are responsible for their own health and safety, legal advice should be sought before doing so."*

What is very clear from the above statement is what is written in the 3rd paragraph. In short, an organisation can sub-contract for tax and national insurance purposes, but it cannot sub-contract its duty of care.

This new case law precedent now has serious liability implications for:

1. All security companies who either directly employ door supervisors, or who may use them on a part-time or sub-contracted basis, and;
2. Those venues, nightclubs and pubs who commission those companies to provide door supervisors to work on their door.

You can see and hear more of this by going to our blog post at:  
[http://www.nfps.info/blog/NFPS\\_Blog/post/mapping-over-to-the-nfps-system/](http://www.nfps.info/blog/NFPS_Blog/post/mapping-over-to-the-nfps-system/)

But we have a solution for you which will:

1. Reduce your liability
2. Save you lots of money
3. Make your business much more profitable.

## The Benefits of Mapping Over Your PI Training to NFPS Ltd

In addition to what I have already written there are many benefits in coming over and working with NFPS Ltd, but for a moment I only want to highlight a few for you which are:

1. We can help you create a consistent system of work and safe working practice.
2. We can help you avoid the complexities and liabilities of employing (on a direct or self-employed or sub-contracted basis) different people who have been trained in different systems of physical intervention.
3. We can reduce your business expenditure by using our system and materials.
4. We can reduce your personal and company liability.

Therefore, what I will show you over the next few pages of this report is how we can extend these benefits to you whilst also providing you with a solution to a current long-standing problem.

I hope you enjoy what you are about to read.

Best Regards

A handwritten signature in black ink, appearing to read 'Mark', with a horizontal line underneath it.

Mark Dawes, Director, NFPS Ltd,

## Example 1: Comparison of Costs Based on Delivering 1 Course a Month:

### Hypothetical Company 'A'

Let me give you an example comparison of costs between hypothetical company 'A' and NFPS.

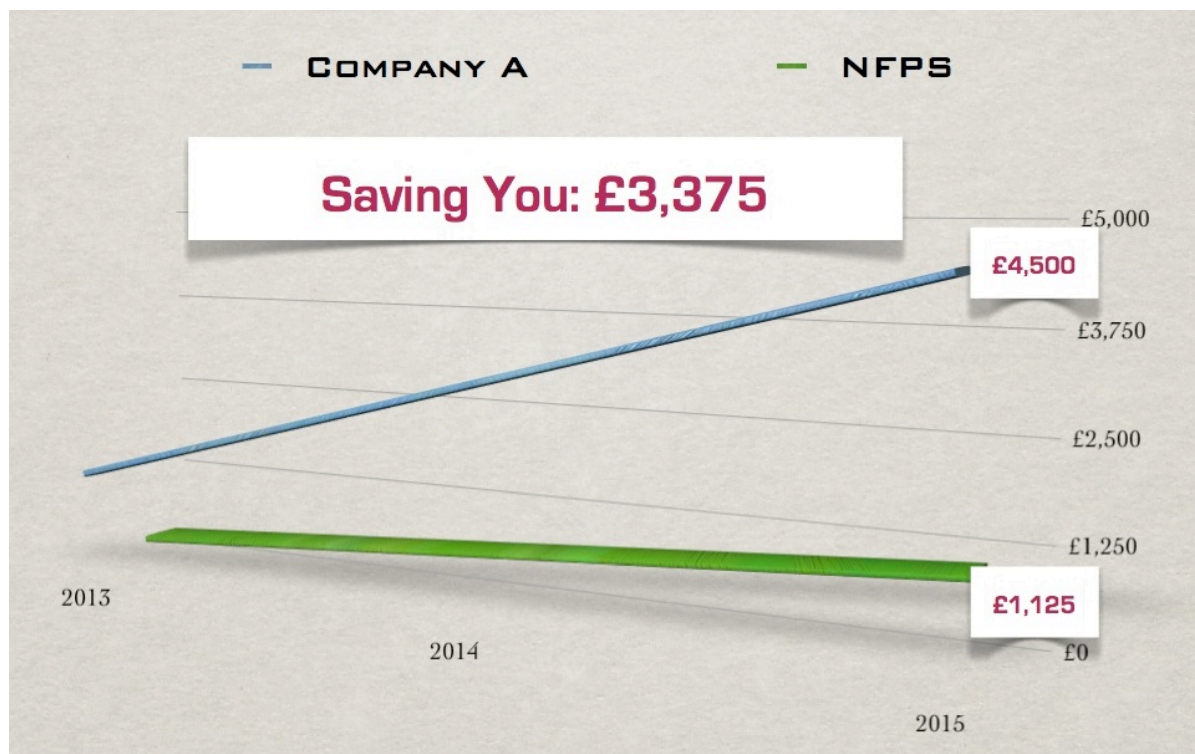
1. The License cost to company 'A' is (and this is only an example) £300 per annum.
2. In addition (as part of your license agreement with company 'A') you have to purchase a student workbook for each learner you train at an additional cost of £10 per learner per workbook.
3. If you run an average of one course a month with 10 learners on each course that is an additional business expense to you of £100 a month.
4. Over 12 months this equates to an additional expenditure of £1,200.00 plus your annual license cost (£300.00) which is a total cost to you of £1,500.00 per year. See the example spreadsheet below:

Company	License Cost	Cost of Additional Material	1 course a month with 10 learners	Additional Annual Costs	Gross Annual Cost
A	£300 pa	£10 per book	£100 month	+£1200 pa	£1500 pa
NFPS	£375 pa	None	None	None	£375 pa

### Now let us compare that with Licensing with NFPS Ltd.

1. The License cost to NFPS Ltd is £375.00 + Vat per annum.
2. However, (as part of your license agreement with NFPS Ltd) there are no additional costs. Everything is sent to you by e-mail download and you simply print to demand.
3. So, if you run an average of one course a month with 10 students on each course there are no additional costs to pay.
4. Therefore, over 12 months this equates to a saving (compared to Company 'A') of £1,125.00 per year (£1,500.00 - £375.00)
5. Over a 3 Year period this equates to a saving of £3,375.00! That's £3,375.00 not taken out of your business! (See Graph on the next page):





## Example 2: Comparison of Costs Based on Delivering 1 Course a Week:

### Hypothetical Company 'A'

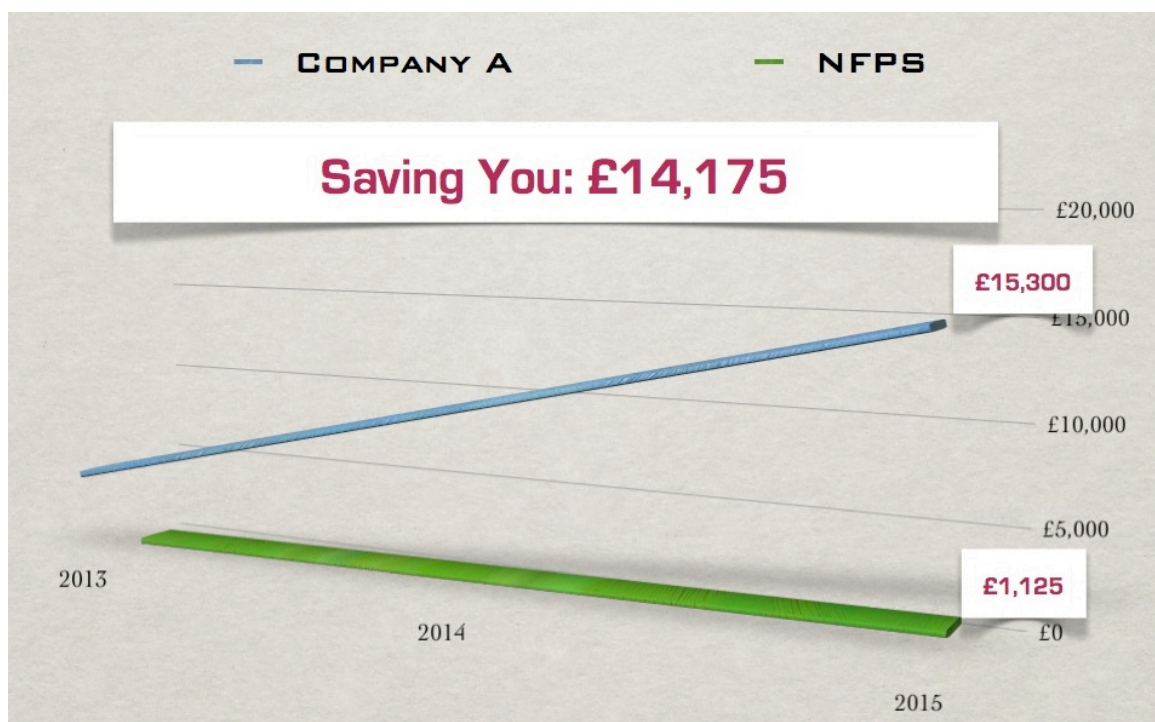
In this example let's use a comparison of costs of a company delivering one course a week with 10 learners on it as opposed to one course a month with 10 learners per course.

1. The License cost to company 'A' is still £300 per annum.
2. In addition (as part of your license agreement with company 'A') you have to purchase a student workbook for each learner you train from them at an additional cost of £10 per student workbook.
3. Therefore, if you run an average of one course a week with 10 learners on each course that is an additional business expense to you of £400 a month (based on a 4 week month).
4. Over 12 months this equates to an additional expenditure of £4,800.00 plus your annual license cost which is a cost to you of £5,100.00 per year (£4,800.00 + £300.00).

Company	License Cost	Cost of Additional Material	1 course a week with 10 learners	Additional Annual Costs	Gross Annual Cost
A	£300 pa	£10 per book	£400 month	+£4,800 pa	£5,100 pa
NFPS	£375 pa	None	None	None	£375 pa

### Now let us compare that with Licensing with NFPS Ltd.

1. The License cost to NFPS Ltd is £375.00 + Vat per annum.
2. However, (as part of your license agreement with NFPS Ltd) there are no additional costs. Everything is sent to you by e-mail download and you simply print to demand.
3. So, if you run an average of one course a week with 10 students on each course there are no additional costs to pay.
4. Therefore, over 12 months this equates to a saving (compared to Company 'A') of £4,725.00 per year (£5,100.00 - £375.00).
5. Over a 3 Year period this equates to a saving of £14,175.00! That's £14,175.00 not taken out of your business! (See Graph below):



### What are the Requirements for Mapping Over to NFPS?

As you will already have passed the initial course to achieve your Level 3 for the Deliverers of Physical Intervention for the Private Security Industry Award (Qcf), all we require to see is:

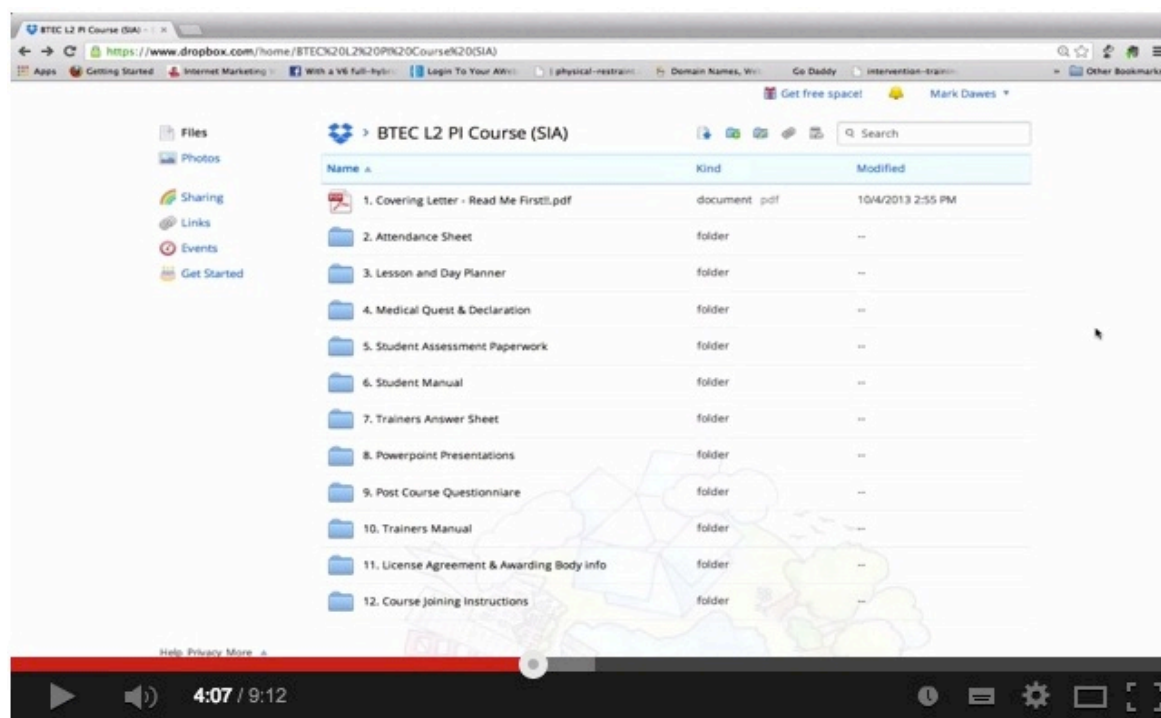
## WHAT WE REQUIRE

- ☼ Already hold the Level 3 for Deliverers of Physical Intervention Training for the Private Security Industry Award (Qcf);
- ☼ Currently in date or due a refresher with your existing training provider.

1. A copy of your Awarding Body Certificate, and;
2. A copy of your last instructor or refresher certificate (whichever one is the most recent) from your respective training provider that shows when you were last trained.

## What Material Will I Get?

When you come over to us we will give you a complete set of materials that have been approved for use by the SIA and all of the Awarding Body's.



If you wish to see an overview of what the material comprises then please click on the following link: <http://youtu.be/nw6cuvDKOoc>.

An overview of the material is 4.07 minutes into the video.

## What is the Process?

The process is very straightforward and simple.

Simply contact us or contact a suitably qualified Level 3 NFPS Trainer whom you may already know, who may have already passed this information onto you.

We, or the trainer who has contacted you, will invoice you for £375.00 + vat (this cost is per person).

On payment of the invoice we will arrange a date for either us to come out to you, or for you to come to us and join one of our mapping over days.

Please note that if we are coming out to you we will need a minimum of three people to allow for the mapping over to work in terms of familiarising yourself with the NFPS techniques.

During the process of the day we will also take you through all of the paperwork so that you are comfortable with how to use it.



## THE PROCESS

- ☼ Contact us by e-mail at: [markdawes@nfps.info](mailto:markdawes@nfps.info) or by phone on: 02392 460815.
- ☼ We will invoice you for £375.00 + vat per person.
- ☼ On payment of invoice we will arrange a date for us to come to you or for you to come to us and join one of our mapping over days which we will be advertising shortly.
- ☼ If we are coming to you we will need a minimum of three people to allow for the mapping over to work in terms of familiarising yourself with our techniques.
- ☼ During the day we will also take you through all of the paperwork so that you are comfortable with how to use it.

## Where Geographically Do I Have to Go?

We have trainers all over the UK and in Northern Ireland that can do this for you so you shouldn't have far to go at all.

In fact, as already stated, we can even arrange to come out to you, provided that you have 3 or more people undertaking the process with you.





## What Do Others Think?

We have already mapped over a number of people who are now benefitting from coming over and working with us here at NFPS Ltd.

We have made this as easy as we can for you and so far a number of individuals have already found the process to be very easy, as the following testimonial shows:

*"I contacted Mark Dawes NFPS to discuss the possibility of converting from my previous PI techniques (with another accrediting body), as I had researched the NFPS and thought that these are more suitable due to their simplicity and effectiveness.*

*I found Mark to be extremely helpful, and informative, and the conversion course was seamless and very smooth.*

*I have subsequently used NFPS techniques and these have been extremely well received by delegates, I am grateful that I have made the transition.*

*Mark and NFPS have made the transition extremely easy, and the conversion course was extremely informative and useful"*

*Mrs B (Somerset).*

## What To Do Next?

The next step is for you to make a decision.

If you are interested in taking advantage of this opportunity then please get in touch by dropping me an e-mail at: [markdawes@nfps.info](mailto:markdawes@nfps.info).

When you send me an e-mail be sure to state which part of the UK you are based in so that we can get a trainer to contact you who is as near to you as possible.

Best Regards

A handwritten signature in black ink, appearing to read 'Mark', with a horizontal line underneath.

Mark Dawes  
Director, NFPS Ltd.