



**E-SaW Club**  
ELK-Size & Weight

# WORKING WITH US

*Referring and Recommending,  
Becoming a Facilitator, Mentor or Consultant,  
Owning a Club Branch and Fundraising*



ELK-Health



***A Guaranteed, Scientifically Proven, Biomedical and Mindful Approach to  
Permanent Size & Weight Loss and Diabetes Prevention***

## About Us

The E-SaW Club is an initiative that was created by The ELK-Health Foundation in 2011 to research and develop new programmes to combat two major modern health challenges:

- The increasing number of adults and children who are overweight or obese.
- The increasing occurrence of Type 2 diabetes in general, worldwide - but paying additional attention to the increased risks amongst children, and also amongst young people with some South Asia ancestry.

Since 2005, The ELK-Health Foundation has been writing programmes to reduce the occurrence and effects of:

- stress
- depression
- anxiety
- stress-during pregnancy
- dementia
- long-term pain
- being overweight and Type 2 diabetes

## What We Do

We host free chats online and in more and more cities and towns explaining:

- why dieting doesn't work long-term and
- why there is an epidemic of Type 2 diabetes - and what that means to each one of us.

At these meetings, those who decide to join The E-Saw Club get a free Pre-diabetes Test and Report.

We offer a supportive, friendly club where members receive a package of advice, care and services, and invite members to join The E-SaW Club Guaranteed Permanent Programme.



## Referring and Recommending

Many individuals and organisations refer their friends, family, patients and clients to The E-SaW Club because the Club offers

- a unique guarantee of permanent size & weight loss to those who have previously dieted and put it back on
- is run by professional clinicians and biomedical scientists *and*
- offers scientifically proven programmes that help people with size & weight difficulties - or pre-diabetes - to avoid Type 2 diabetes.

### If I am going to refer my friends, family patients and clients to The E-SaW Club, how do I know your programmes work?

You are welcome to attend our face-to-face or online meetings - and get our programme materials - so that you can assess yourself just how good the Club's programmes are.

### What do I get if I refer my friends, family, patients and clients to The E-SaW Club?

Once we secure any funding needed, there is a generous cash payment, plus invitations to retreats and workshops which you can come to yourself, or send a colleague, or sell or present to a client.

## Working With Us

**You don't have to be a biomedical scientist or have a health qualification to work with us.**

**There are lots of ways in which we can join forces - part-time and full-time.**

- **If you're employed, you can work with us in your spare time, earning useful extra income.**
- **If you're self-employed, you may well be able to integrate an E-SaW Club into your existing business.**

***This pamphlet will go into detail about how you can work with us as a:***

**Facilitator** - Facilitators lead a group of members, helping them prepare, and then successfully complete, the E-SaW Guaranteed Permanent programme.

**Mentor** - Each member has at least one mentor to whom she or he can go to at meetings, or by email and text to check on things with which they have difficulty.

**Consultant** - Consultants work with members on issues that may be, but are often not, to do with their relationship. with food, exercise and drink.

## Facilitators



Facilitators lead a group of members, helping them prepare, and then successfully complete the E-SaW Guaranteed Permanent programme.

After a member joins the Club, in consultation with their mentor, coach and, sometimes, consultant ([learn more about working as a consultant here](#)) they consider the best date for them to commit the time and energy necessary to join a group starting the E-SaW Guaranteed Permanent programme. Most members join very quickly, but some need additional advice, support and care before doing so.

Facilitators are in charge of the proceedings, week-by-week, of a group of E-SaW Club members (known as 'a cohort') undertaking our central programme: The E-SaW Guaranteed Permanent.

Their work centres around the practical and emotional aspects that ensure the members' welfare and success - from making sure they have the key to the meeting venue and everything is ready, to being there in time to welcome their E-SaW Club members. Most of all, facilitators know and care about their members - making sure that the group have adequate access to mentors and consultants so that every member receives all the support and advice that each one needs.

Facilitators work with one another, so they don't have to commit to running a cohort for the whole time that they are on the E-SaW Guaranteed Permanent. They can make arrangements with other facilitators to stand in for them, if they need to, or even take over their group.

### What skills do facilitators need?

- A real desire to benefit other people in their work.
- The ability to gain peoples' trust.
- High levels of personal ethics.
- The ability to network and market the course.
- The ability to understand, thoroughly, the way that the E-SaW Club works and, in particular, the material within the E-SaW Guaranteed Permanent programme. Training for this is provided.
- The ability to work within a group of people dedicated to improving people's health and happiness.
- An understanding of mindful attitudes or a willingness to be taught these.

### What qualifications do facilitators need?

Facilitators do not need a health or biomedical science qualification, though many health and biomedical professionals are facilitators and also work as consultants.

Facilitators need to have completed an 8 week approved Mindfulness based Cognitive Therapy (MBCT), Mindfulness-based Stress Reduction (MBSR) or a Mindfulness-based Pain and Anxiety course or be willing to do so as soon as possible. We can arrange an 8 week course for facilitators.

### What training do facilitators need to take - and how much is it?

Facilitators need to take the [Certificate in Size & Weight Practice](#) or the [Clinical Diploma in Size & Weight Practice](#) at The National Colleges - thereby becoming Registered Size & Weight Practitioners.

If the facilitator has not taken an 8 week approved Mindfulness based Cognitive Therapy (MBCT), Mindfulness-based Stress Reduction (MBSR) or a Mindfulness-based Pain and Anxiety course, then they take one with us which has enhanced tutoring to make sure that the facilitator understands fully how the course works.

For more details, please [click here](#).

People taking these courses can also become [Registered Diabetes Prevention Practitioners](#) by adding a further short course.



### Where does training take place?

We work hard to provide training wherever the facilitator is located.

### What do facilitators earn?

We aim for facilitators, who also act as mentors, ([click here to learn more about working as a mentor](#)) to earn about £6,300 per cohort – considerably more if they also have a health qualification and act as a consultant to the group ([link here to learn more about working as a consultant](#)). Facilitators can earn a full-time equivalent of £50,400-£63,000.

### Are facilitators self-employed?

Usually, yes. Facilitators often work as mentors too and, if they have the appropriate qualifications, with other groups as consultants, so they prefer to be self-employed. However, some clubs branches will probably employ part and full-time facilitators as they grow.

## Mentor



Mentors are the people to whom members go for advice, support and motivation from the time that they join until they complete our central programme: The E-SaW Guaranteed Permanent.

Many facilitators also work as mentors.

Mentors support members but, unlike facilitators, are not in charge, week-by-week. Instead, they support the cohort's facilitator and are a vital part of her team. Mentors are often planning to become E-SaW Club owners ([more about being an owner here](#)) or facilitators ([more about being an facilitator here](#)).

After a member joins the Club, in consultation with their mentor, coach and, sometimes, consultant ([learn more about working as a consultant here](#)) they consider the best date for them to commit the time and energy necessary to join a cohort of The E-SaW Guaranteed Permanent programme. Most members join very quickly, but some need additional advice, support and care before doing so.

Tasks for the mentor centre around the members' emotional welfare and success on the programme. Roles are not rigid: for example, mentors sometimes help the facilitator with the practical tasks involved. But the main job of a mentor is to welcome their E-SaW Club members and make them,

for the duration of their whole time with us, comfortable and happy. Mentors also oversee members' access to consultants so that members receive all the support and advice that they need.

### What skills do mentors need?

- A real desire to benefit other people in their work.
- The ability to gain peoples' trust.
- High levels of personal ethics.
- The ability to network and market the course is a great advantage.
- The ability to understand, thoroughly, the way that the E-SaW Club works and, in particular, the material within The E-SaW Guaranteed Permanent programme. Training for this is provided.
- The ability to work within a group of people dedicated to improving people's health and happiness.
- An understanding of mindful attitudes or a willingness to be taught these.

### What qualifications do mentors need?

Mentors do not need a health or biomedical science qualification, though many health and biomedical professionals are mentors and also work as consultants.

Mentors need to have completed an 8 week approved Mindfulness based Cognitive Therapy (MBCT), Mindfulness-based Stress Reduction (MBSR) or a Mindfulness-based Pain and Anxiety course or be willing to do so as soon as possible. We can arrange an 8 week course for mentors.

### What training do mentors need to take - and how much is it?

Mentors need to take the [Certificate in Size & Weight Practice](#) or the [Clinical Diploma in Size & Weight Practice](#) at The National Colleges - thereby becoming Registered Size & Weight Practitioners.

If the mentor has not taken an 8 week approved Mindfulness based Cognitive Therapy (MBCT), Mindfulness-based Stress Reduction (MBSR) or a Mindfulness-based Pain and Anxiety course, then they take one with us which has enhanced tutoring to make sure that the mentor understands fully how the course works.

For more details, please [click here](#).

People taking these courses can also become [Registered Diabetes Prevention Practitioners](#) by adding a further short course.



### Where does training take place?

We work hard to provide training wherever the mentor is located. We will discuss this with you.

### What do mentors earn?

We aim for mentors, who also act as facilitators, to earn about £6,300 per cohort – considerably more if they also have a health qualification and act as a consultant to the group. Otherwise, mentors will negotiate with a facilitator and their earnings will be dependent upon how much work they undertake with each cohort. *Facilitators can earn a Full-time Equivalent of £50,400-£63,000.*

### Are mentors self-employed?

Yes, unless they are employed in another capacity such as a facilitator or co-owner.

## Consultant

Consultants have general and specialist expertise in emotional and physical health or biomedical science, and are available to all E-SaW Club members to help them deal with issues that are historic, or have arisen since they joined the Club. Importantly, consultants often work with issues that have nothing to do with food, exercise or drink.



Mentors and facilitators support members by helping them to understand our central programme the most out of them – but it is not necessary for them to have a biomedical, talking therapy or psychological qualification. Consultants, on the other hand, are invited, by the Club, to work with our members on life-issues which they feel are inhibiting their ability to be the size and weight that they want to be.

After a member joins the Club, they chat with their mentor, coach and, sometimes, consultant to consider the best date for them to commit the time and energy necessary to join a cohort of The E-SaW Guaranteed Permanent programme. Most members join very quickly, but some need additional advice, support and care before doing so.

Consultants are usually invited by the Club to be available to take referrals – they join a list of biomedical scientists, specialists and clinicians that we keep called 'The Trusted Consultants List' which Club clinicians use to match members' needs with the necessary skills. Many consultants also work as facilitators ([Click here to find out more about being a facilitator](#)).

Becoming a consultant is relatively simple. We need to list the consultant's specialties and give her or him a short training in the way that E-SaW Club membership and, in particular, the Club's central programme the E-SaW Guaranteed Permanent works. Training for this is provided.

### As well as their qualification, what skills do consultants need?

- A real desire to benefit other people in their work.
- The ability to gain peoples' trust.
- High levels of personal ethics.
- The ability to understand, thoroughly, the way that the E-SaW Club works and, in particular, the material within The E-SaW Guaranteed Permanent programme. Training for this is provided.
- The ability to work within a group of people dedicated to improving people's health and happiness.
- An understanding of mindful attitudes or a willingness to be taught these.

### What qualifications do consultants need?

A qualification we recognise in a talking therapy, medicine, nursing, counselling, biomedical science, dietetics, human nutrition and dietetics, psychology or psychiatry.

Consultants must be insured and fully qualified in the work they are offering. There are certain other requirements regarding registration that we will discuss with each individual consultant applying.

Consultants need to have completed an 8 week approved Mindfulness based Cognitive Therapy (MBCT), Mindfulness-based Stress Reduction (MBSR) or a Mindfulness-based Pain and Anxiety course or be willing to do so as soon as possible. We can arrange an 8 week course for consultants.

### What training do consultants need to take - and how much is it?

Consultants need to hold the [Clinical Diploma in Size & Weight Practice](#) at The National Colleges - credits are given for relevant learning and experience.

If the consultant has not taken an 8 week approved Mindfulness based Cognitive Therapy (MBCT), Mindfulness-based Stress Reduction (MBSR) or a Mindfulness-based Pain and Anxiety course, then they take one with us which has enhanced tutoring to make sure that the consultant understands fully how the course works.

Consultants pay for their additional training through deductions from the fees they are paid. They do not need to pay upfront.

For more details, please [click here](#).



People taking these courses can also become [Registered Diabetes Prevention Practitioners](#) by adding a further short course.

*All fees are repaid through deductions from future fees unless the consultant ceases to be available to the Club (for example they refuse future referrals).*

### Where does training take place?

We work hard to provide training wherever the consultant is located. We will discuss this with you.

### What do consultants earn?

Consultants negotiate their rates with the Club and these depend on experience and the general or specialty support they are able to provide. Consultants often also work as facilitators and as local E-SaW Club owners ([more about being an owner here](#)). We are very happy to construct a workplan to maximise the availability of consultants.

### Are consultants self-employed?

Yes, unless they are employed in another capacity such as a facilitator or co-owner.

You can own an E-SaW Club that can be based in a locality, or in a profession (for example fire-fighters in North Kent) or within an organisation.



Being the owner of a Club is currently relatively inexpensive as the concept is both new and unique – these are, of course, the very qualities you will need to make your Club work – but we are keen to make The E-SaW Club available to as many people as possible and that means having them in lots of locations.

Initially, you and we co-own 49% of the Club each, with a mutually acceptable person or organisation owning the other 2%. Together we will work at making the Club a success – this often means that we will take care of giving the Club publicity and attending talks and events – whilst you network and market locally. Your hard work is rewarded as you can buy our 51% of the Club in the next three years at a pre-agreed price. You can also extend your ownership for another seven years after that.

Owners do not have to act as facilitators ([more on what facilitators do here](#)) if that doesn't suit their business model. We will help owners staff their Clubs with facilitators, mentors and consultants as necessary.

Owners can, also, re-brand a club – if they have a trading name they are keen to push in their locality. By adding a Size and Weight facility to their business, they are bringing new people into their core business. So, for example, if you run a beauty or health business, we would provide the expertise, insurance and often the staff, whilst you market the clients.

### Local fundraising

Because membership of The E-SaW Club is subsidised, owners are also responsible for local fundraising. Some owners do this themselves, some employ others.



### What skills do owners need?

- The ability to run a business effectively and efficiently.
- Networking skills.
- A real desire to benefit other people in their work.
- The ability to gain peoples' trust.
- The necessary empathy to work with people who have chosen to be in the caring professions.

An awareness of opportunities to network, market and publicise.

### What help do owners get?

*Huge support from us – we want your Club to be a great success.*

We also encourage you to look at local funding so that you can provide concessionary rates to some of your members. We can even help you organise a non-profit subsidiary to help you obtain funding from charitable sources.

### What do owners earn?

This depends entirely on whether the owner plays other roles within the Club – like being a facilitator or consultant – and on the locality and the marketability of the business. We will happily work out figures with you.

### Are owners self-employed?

Yes.



### What training do owners need to take - and how much is it?

Owners need only complete training if they wish to act also as Facilitators, Mentors or Consultants.

Please see the training sections in the relevant fact-sheets, or get in touch - email [work@e-saw.club](mailto:work@e-saw.club).

Training as a fundraiser also available.

### What outlay do I need to make?

This depends upon the size and extent of your Club's coverage. Clearly, if you were setting up a facility in a large organisation with many branches, this would be more than a small club in a market town. The minimum requirements currently are £5,000 to us which covers the training of your main facilitator (which may be, but doesn't have to be, the owner) and the use of our intellectual property. You also need to put £5,000 into the new business. This is for a 49% share of a new Club that we will co-own.

## Fundraising



There are vacancies for fundraising for the two organisations that support the research and delivery of the E-SaW Club programmes.

These organisations are separate to the E-SaW Club, but many people who work with E-SaW members also work with them - often working with The E-SaW Club on some days - and these organisations on other ones:

### The Association of Community Health & Wellbeing Organisations

- Town Community Health & Wellbeing organisations and Parish Community Health & Wellbeing organisations are new and will provide support for people seeking advice and support with emotional matters.

If you are interested in working in fundraising with the Association of Community Health & Wellbeing Organisations, please email: [WorkingWithCHWOs@E-SaW.club](mailto:WorkingWithCHWOs@E-SaW.club)

### Type2.NGO

- This charity researches and supports programmes for people at risk of contracting Type 2 Diabetes - and programmes for people who already have the disease and want to be free of its symptoms.

If you are interested in working in fundraising with the Type2.NGO charity, please email:

[WorkingWithType2@E-SaW.club](mailto:WorkingWithType2@E-SaW.club)

## Courses from The National Colleges Initiative



More details are at [www.e-saw.club](http://www.e-saw.club)



Visit [www.thenationalcolleges.org](http://www.thenationalcolleges.org) to find out more

To take matters further – but without committing yourself in any way – you can [check our events page](#) for the next face-to-face, or online chat.

Alternatively simply email [work@e-saw.club](mailto:work@e-saw.club) and we'll arrange an online, or face-to-face, meet up.



## *E-SaW Club*

ELK-Size & Weight

*In association with*



More details are at [www.e-saw.club](http://www.e-saw.club)

