

5<sup>th</sup> August 2015  
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For the attention of:  
APPRENTICESHIPS PROGRAMME MANAGER



# Specialist Support for Apprenticeships

## Retail | Hospitality | Beauty | Gambling | Entertainment

### Award in Preventing Under Age Sales (QCF)

We are pleased to announce the arrival of specialist learning materials for the BTEC Level 2 Award in Preventing Under Age Sales for the 2015/16 academic year. For the first time, we have support materials available across all five of the relevant industry apprenticeship schemes:



**Retail & Licensed  
Premises**



**Licensed  
Hospitality**



**Gambling**



**Restricted  
Entertainment**



**Body  
Modification**

The materials are available for you to dovetail into existing apprenticeship programmes. They are aligned to the QCF Level 2: BTEC Specialist QN/601/1119/7. The unit reference is M/602/2234 and is available for **apprenticeship funded programmes**. The supporting materials are written by fully qualified trading standards professionals and comprise a workbook and multiple choice test of knowledge. They can be delivered at a distance, as work-based learning or in the classroom environment.

As an Edexcel approved centre, we can provide you with a full qualifications enrolment service. However, we can also simply provide you with the learning materials so that you can administer learners through your full award enrolment process.

## Benefits for your Apprenticeships

A blended learning approach brings together your comprehensive apprenticeships solution with our specialist skills and knowledge in preventing under age sales.

- Your learners will gain specialist knowledge of age restricted products within the relevant industries to a standard recognised by industry regulators
- Your syllabus and offer is significantly enhanced by specialist training using a Chartered Trading Standards Institute accredited training provider and qualified trading standards professionals
- Your course materials are kept constantly up-to-date with the latest changes in age restricted sales legislation, best practice and case law
- Your resources are a low-cost solution to meeting the learning outcomes for this specialist knowledge unit

## Ensuring Regulatory Compliance and Due Diligence

We offer tailored and specialist support to cohorts of learners on apprenticeships in retail, hospitality, beauty, gambling and entertainment industries. The award in preventing under age sales is **essential for regulatory compliance** adding key employability knowledge and skills for your learners. Although tailored for individual industries, the core award ensures learners can:

- Describe the reasons why the law restricts the sale of certain products and services (QCF Learning Outcome 1.1)
- Identify the licensing laws and authorisations that apply to age restricted products and services (Industry Specific Underpinning Knowledge)
- Identify which products and services are age restricted (QCF Learning Outcome 1.2)
- Identify the legal age restrictions which apply to the sale of certain products and services (QCF Learning Outcome 1.3)
- Identify the legal penalties for employers, employees and customers which apply to the unlawful sale and purchase of age restricted products and services (QCF Learning Outcome 1.4)
- Identify which products require a statutory notice (Industry Specific Underpinning Knowledge)
- Identify additional notices that are considered 'good practice' and may assist when making refusals (Industry Specific Underpinning Knowledge)
- Describe procedures for challenging for proof of age documentation (QCF Learning Outcome 2.1)
- Describe how to refuse the sale of age restricted products and services to minimise the risk of conflict (QCF Learning Outcome 2.2)
- Describe how to manage conflict arising out of challenges and refusals (QCF Learning Outcome 2.3)
- Describe the benefits of recording admission and sales refusals (QCF Learning Outcome 2.4)

We would be happy to discuss your exact requirements, including options for **BULK DISCOUNTS** if you want to put cohorts of candidates through our courses.



**Learning Support Materials**  
Candidate Workbook  
Online Support  
Multiple Choice Test  
Test Marking  
Certificate of Learning  
£20 + VAT

**BULK DISCOUNTS AVAILABLE**



**Candidate Support**  
Candidate Workbook  
Online Support  
Multiple Choice Test  
EdExcel Candidate Registration  
Candidate Assessment  
Certificate of Unit Accreditation  
Certificate of Learning  
£40 + VAT

**BULK DISCOUNTS AVAILABLE**



**Classroom Support**  
Specialist Lecturer  
Classroom Presentation Materials  
Candidate Workbook  
Multiple Choice Test  
Candidate Assessment  
Certificate of Learning  
£80 + VAT

**BULK DISCOUNTS AVAILABLE**

We'd love to show you more about our suite of qualifications and services. You can find out more information on our website at [www.underagesales.co.uk/learning](http://www.underagesales.co.uk/learning) or you can speak to Lynsey Zeolla our Business Development Executive on 0345 257 0018 or [lynsey.zeolla@underagesales.co.uk](mailto:lynsey.zeolla@underagesales.co.uk).

Yours sincerely,

Tony Allen  
Managing Director