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Alternative revenue stream for RTO/Language schools

I'm writing to provide you with information regarding an offer which may assist you to 'weather the current COVID storm'. Language Schools are suffering badly from a decline in student numbers, and this situation is likely to continue into the future. Therefore, it is imperative to diversify and find alternative revenue streams in order to generate income and keep staff employed. We can assist you to supplement lost income from international students with domestic students or offshore online delivery.

I am the course developer and copyright owner of the accredited course **10773NAT Certificate IV in TESOL**, and I would like to offer your RTO the opportunity to purchase the licence to add the qualification to your scope of registration. This course will complement your current business and provide a perfect environment for students to practice teaching English (either face-to-face or online), and you already have qualified staff who are probably underutilised at the moment.

The licence enables an organisation to deliver the qualification for the life of the course (until January 2024) with no restrictions or conditions other than those imposed by ASQA. Licensees receive any modifications or updates for the course and have the option to repurchase a license when it is renewed (Purchase price can be agreed in advance). Please note the course meets NEAS requirements (e.g. accredited course of over 100 hours with minimum 6-hour practical component).

Also available is a complete suite of resources which were developed for my previous courses (10429NAT and 30832QLD & 30833QLD) so they have been used many times by both myself and other trainers in numerous RTOs, and have received positive feedback from both trainers and graduates. The resources were originally developed specifically with non-native speakers in mind so are unique – they are easy to follow and provide clear and precise instructions to address 'real' ESL/EFL situations.

The complete suite of resources consists of a Student manual, Activity booklet, Assessment tasks, Powerpoint slides, lesson plans for a 10-day course, and a Marker guide as well as other support materials (all shown on the '**Checklist for resources**' which is at the end of this document). All documents are provided in editable format and can be used 'as is' or they can be modified to suit differing delivery requirements. I'm sure you can appreciate the time and effort required to develop resources before a course can be delivered, together with the need to trial, review and modify them. This has already been completed and if your organisation was to purchase this package you could produce revenue from the course immediately it is added to scope. I would also be available to assist with the delivery, arrange a trainer, or train your staff if required, as well as assisting at a desk audit if required.

The usual cost of the licence is \$10,000 and the complete package is \$20,000, paid upfront. However, due to the current economic situation and our desire to assist struggling RTOs/English Colleges, we're offering a payment plan, which will be negotiated.

Additionally, we have recently partnered with **Green Education Group Pty Ltd**, and are in the process of developing an online version of the course, which can be either 'trainer driven' with planned, structured tutorials via Zoom, or completed totally self-paced. The cost of adding this program is also negotiable, but I can assure you it is very affordable.

At the risk of providing you with too much information initially, I have included a document showing all the resources that are included in the full package, together with a research report I completed in February, which shows all the Australian accredited TESOL courses, some of which may be available for purchase. You will see from the report that 10773NAT is much more comprehensive than any other course.

The following sample documents are available on Dropbox for your perusal by clicking on the link below and if you would like to access a sample of our online course please let us know:

https://www.dropbox.com/sh/4ks6sponmve829t/AAAjfawyK_ulvS-U2HMHAF45a?dl=0

1. 10773NAT Course outline – brief description of each unit
2. 10773NAT Checklist for resources - list of all the resources, both electronic and print that will be provided as part of the agreement
3. 10773NAT TESOL licence – sample – can be modified to suit both parties
4. 10773NAT Certificate IV in TESOL Course rules - extract from accredited course document: shows nominal hours for each unit
5. 10773NAT Program Outline: schedule for 10-day course. The course can be adapted to fit the timeframe on your Training and Assessment Strategy
6. 10773NAT Assessment matrix – shows how all critical aspects, skills & knowledge and performance criteria are addressed in holistic assessments
7. Harmer textbook – 5th Edition
8. Lesson plans - TESRED405 & TESSPK406 – timed lesson plans for 2 units
9. a Extract from Activity Booklet for Units TESRED405 & TESSPK406
b Extract from Marker Guide for Units TESRED405 & TESSPK406
10. a Extract from Assessment tasks for Units TESRED405 & TESSPK406
b Extract from Marker Guide for Units TESRED405 & TESSPK406
c Assessment Tasks and results checklist
11. Sessions 6A & 6B - PDF of PPT slides for Units TESRED405 & TESSPK406 (note the slides have embedded videos)
12. Extract from Student Manual for Units TESRED405 & TESSPK406

Please let me know if you require any additional information. I look forward to hearing from you and hopefully commencing a successful business relationship.

Kind regards



Sue Baker

MA Applied Linguistics, Grad Cert TESOL, Grad Dip Adult LLN,
B Adult & Voc Ed, Cert IV TESOL, Cert IV TAE, Dip Bus Admin,
Dip Business (FLM), Dip TAS, Dip Management & Leadership

Certificate IV in TESOL accredited courses

Prepared by Sue Baker – February 2020

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According to training.gov.au there are currently eight (8) accredited courses for Certificate IV in TESOL (Teaching English to Speakers of Other Languages) and one (1) Certificate IV in Communicative TESOL.

There are three (3) Diploma courses.

The copyright owners of Certificate IV courses are:

<u>Course code</u>	<u>Owner</u>	<u>Date of accreditation</u>
10773NAT	Sue Baker	20/1/19 – 19/1/24
10298NAT	Young Rabbit Pty Ltd	27/10/16 – 26/10/21
10638NAT	TAFE- SA	1/1/17 – 31/12/21
10278NAT	Youth With A Mission Perth	15/11/16 – 14/11/21
10632NAT	Intercultural Training Australia	29/4/17 – 29/4/22
10557NAT	Australasian Training Institute	26/3/15 – 25/3/20
10692NAT	International House	1/12/17 – 30/11/22
10695NAT	Universal Education & Training	1/3/18 – 28/2/23

The following pages identify the RTO's with the Cert IV qualifications on scope, and provide a summary of the content of the courses as well as the advertised delivery time frames and costs, as per the organisations' websites.

Note:

Many state 5.5 IELTS required and mention Student visas – aiming at International market.

10733NAT - Sue Baker (T/A International TESOL College)

Code	Title
TADEL401	Plan, organise and deliver group-based learning
TESCUL401	Develop and apply knowledge of cultural factors affecting TESOL teachers
TESPRN402	Assist learners to improve pronunciation and speech
TESGRM403	Assist learners to learn or improve grammar
TESRES404	Source and develop resources to support learning
TESRED405	Assist learners develop reading and writing skills
TESSPK406	Assist learners develop speaking and listening skills
TESASS407	Assess language learning
TESMTH408	Apply a range of TESOL methodologies
TESTST409	Assist learners prepare for English language tests
TESCAL410	Use Computer Assisted Language Learning to assist learners
TESBUS411	Teach business English
TESCHD412	Use creative strategies to assist children to learn English

11 Core units + 1 Elective (TESBUS411 & TESCHD412)

On scope (old course 10429NAT):

32060	Australian International College of Language Pty Ltd	no longer offering TESOL
91490	Australian Professional Education Institute Pty Ltd <ul style="list-style-type: none"> • Sydney Institute of Interpreting & Translating • Australian Professional Education Institute 	no details on website
32067	Inspire Education Pty Ltd	mixed mode – self paced/online/F2F \$1,495 - \$2,250
45393	Sydney Higher Education Institute	no details on website
45373	Australian Vocational Skills & Education	US\$1,750 incl accommodation 4 weeks f/t incl prac & job guarantee

This course appears to be much more extensive than all the other accredited TESOL courses that are being offered. It provides outcomes for a wide range of skills and knowledge that entry level English teachers need, as compared to all other courses listed on TGA.

10298NAT - Young Rabbit Certificate IV in Communicative TESOL

Code	Title
TSLPOL401	Prepare to teach lessons for a range of learners
TSLPLS403	Prepare to teach speaking and listening skills
TSLPRW404	Prepare to teach reading and writing skills
TSLPTL405	Prepare to teach target language
TSLTLS403	Teach speaking and listening skills
TSLTRW404	Teach reading and writing skills
TSLTTL405	Teach target language
TSLTOA401	Teach adult learners of English
TSLTOT402	Teach teenage learners of English

Not clear if all units are core and how many are required.

On scope:

90396	Young Rabbit T/A	6 mths – F2F (1/3 online)	\$3,900 + \$150 app fee + \$90 textbook
	<ul style="list-style-type: none">• Australian Pacific College – Bris, Gold Coast• Southern Cross High School• English Unlimited Sydney• English Unlimited Melbourne		

Not mentioned:

- Culture
- Methodologies
- Computer Assisted Language Learning/Technology
- Assessment
- Teaching children/young learners
- English language testing
- Grammar
- Developing resources
- Business English

10638NAT - TAFE SA

Code	Title
TESDDR401	Design and develop resources for Teaching English to Speakers of Other Languages
TESPLN402	Plan English Language Lessons
TESTCH403	Teach English Language Lessons
CHCDIV001	Work with diverse people
TAELLN411	Address adult language, literacy and numeracy skills
BSBIND302	Work effectively in the international education services industry
SITXCOM005	Manage conflict
TAELLN412	Access resources and support to address foundation skills in vocational practice
BSBSMB404	Undertake small business planning

6 core & 3 electives – not clear how many electives required

On scope:

30173	Universal Education & Training (LTI) Language Training Institute	Not advertised on website – delivering 10695NAT
41026	TAFE SA	No mention on website

Not mentioned:

- Culture
- Methodologies
- Computer Assisted Language Learning/Technology
- Assessment
- Teaching children/young learners
- English language testing
- Grammar
- Business English

Many of the units in this course are not relevant for entry level ESL teachers and there are many gaps in the requirements.

It looks like it is just a 'bunch of units' grabbed from training packages and thrown together. There are only three enterprise units (units developed specifically to meet a specialised industry need).

It doesn't look like any RTO's are delivering this course.

10278NAT - Youth With A Mission

Code	Title
BSBCMM401	Make a presentation
TSLCUL401	Teach English language and culture to people from different cultures
TSLDEL401	Deliver spoken English grammar training
TSLDEL402	Deliver and review English language classes
TSLDES401	Design an English language training programme
TSLEVL401	Evaluate learners' English language development
TSLSLA401	Facilitate individual second language acquisition

Not clear if all units are core and how many are required.

On scope:

45285 Global Institute for Training Online RPL & Gap Training – focus on RPL & RCC
Perth

Not mentioned:

- Methodologies
- Computer Assisted Language Learning/Technology
- Assessment
- Teaching children/young learners
- English language testing
- Developing resources
- Business English

Current Fees and Charges***	
10278NAT Certificate IV in TESOL	\$AUD
RPL application fees	
• full course	540
• for individual units (per unit)	80
Gap training fees*	
• BSBCMM401 Make a presentation	240
• TSLCUL401 Teach English language and culture to people from different cultures	400
• TSLDEL401 Deliver spoken English grammar training	240
• TSLDEL402 Deliver and review English classes	480
• TSLDES401 Design an English training programme	480
• TSLEVL401 Evaluate learner's English language development	400
• TSLSLA401 Facilitate individual second language acquisition	480
Reissue of Certificate** (where original certificate issued by us has been lost or damaged)	50
Reissue of Statement of Attainment**	50

10632NAT - Intercultural Training Australia

Code	Title
TSLLAN401	Communicate with people from another culture
TSLLAN402	Identify English language proficiency levels and learning needs
TSLLAN403	Facilitate English language teaching strategies
TSLLAN404	Manage English language teaching
TSLLAN405	Identify and correct English language errors
TSLLAN406	Select and apply English language learning resources
TAEDEL301	Provide work skill instruction
TAEDEL401	Plan, organise and deliver group-based learning
TAEASS401	Plan assessment activities and processes
TAEDEL404	Mentor in the workplace
TAELLN411	Address adult language, literacy and numeracy skills
BSBCMM401	Make a presentation

Course Content

The course comprises nine units of competency.

The six core units have been developed especially for this course.

- TSLLAN401 Communicate with people from another culture
- TSLLAN402 Identify English language proficiency levels and learning needs
- TSLLAN403 Facilitate English language teaching strategies
- TSLLAN404 Manage English language teaching
- TSLLAN405 Identify and correct English language errors
- TSLLAN406 Select and apply English language learning resources

The three elective units have been drawn from the Nationally Recognised TAE Training and Education Training Package.

- TAEDEL301 Provide work skill instruction
- TAEDEL401 Plan, organise and deliver group-based learning
- TAEASS401 Plan assessment activities and processes

An additional elective unit attained through this course has been drawn from the BSB Business Services Training Package.

- BSBCMM401 Make a Presentation

On scope:

31980	EduBiz International Ltd T/A Aust College of Career Development Intercultural Training Australia, Brisbane	20 wks p/t (1 nt per week) 7 – 14 wks (1-2 nts + Sat) 10 hrs prac + 15 hrs obs Cost not given
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90682	UNSW Global Pty Ltd	No details of TESOL on website
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Not mentioned:

- Methodologies
- Computer Assisted Language Learning/Technology
- Assessment
- Teaching children/young learners
- English language testing
- Grammar
- Developing resources
- Business English

Several units have no relevance to TESOL (TAEDEL301, TAEDEL404, TAESS401, TAELLN401, BCBCMM401)

10557NAT - Australasian Training Institute

Code	Title
TESKTR401	Develop TESOL knowledge and teaching roles
TESKTM402	Develop TESOL teaching methodology
TESPPT403	Formulate a personal Philosophy of Teaching Statement
TESDLS404	Develop listening skills in TESOL
TESDSS405	Develop speaking skills in TESOL
TESDRS406	Develop reading skills in TESOL
TESDWS407	Develop writing skills, spelling and punctuation in TESOL
TESDGV408	Develop grammar and vocabulary knowledge in TESOL
TESAVT409	Develop audio-visual and information technology techniques in TESOL
TESDSA410	Plan and develop student assessment materials
TESPTT411	Private tutoring in TESOL

All 11 units are core.

On scope:

31228 ATA (Australasian Training Academy P/L)
Auchenflower, Queensland

Cost \$3,995
26 wks x 20 hrs p/w

Not mentioned:

- Culture
- Teaching children/young learners
- English language testing
- Developing resources
- Business English

10692NAT - International House

Code	Title
CTETGL001	Teach grammar and lexis
CTETPS002	Teach pronunciation
CTETSS003	Teach speaking skills
CTETWS004	Teach writing skills
CTETRS005	Teach reading skills
CTETLS006	Teach listening skills
CHCDIV001	Work with diverse people
TAEDEL401	Plan, organise and deliver group-based learning

On scope:

Not on scope: IH (91109) is advertising 10695NAT in its brochure (no details on website) but it is not showing as being on scope on training.gov.au

Not mentioned:

- Culture
- Methodologies
- Assessment
- Developing resources
- English language testing
- Computer Assisted Language Learning/Technology
- Business English
- Teaching children/young learners

10695NAT - Universal Education and Training

The owner, Paul Truasheim (Language Training Institute) licenses the course with an online system, and charges per student. RTO's must use his resources.

Code	Title
TESCIE001	Create a culturally inclusive learning environment
TESGAE001	Use the genre approach to teach English
TESTEG001	Teach English grammar
TESTSP001	Teach spelling and pronunciation
TESTSE001	Teach speaking
TESTRE001	Teach reading
TESTWE001	Teach writing
TESDRF001	Develop resource files
TESECL001	Teach ESL to early childhood learners
TESTAL001	Teach ESL to teenage learners
TESMAD001	Use music, art and drama in TESOL
TESTEC001	Use technology to assist ESL learning
TESWWV001	Work with volunteers in ESL contexts
TESTLE001	Teach listening
TESCBC001	Establish community based English classes
TESPSL001	Teach ESL to primary school-aged learners

On scope:

32044	Australian Language Schools Pty Ltd T/A: Aus Language Schools, Aus Fitness Schools, IH Brisbane Brisbane, QLD	not mentioned on website
21368	Australian National Institute of Business & Technology P/L Brunswick, Victoria 9 core + 1 elective	6 mths f/t, 12 mths p/t no prices provided Appears aimed at o'seas students
40732	Australian NIT College Pty Ltd T/A: Swan Institute Australia East Perth, WA	32 wks x 20 hrs self-paced no price on website (was \$4,000)
3077	Bendigo Kangan Institute Victoria 9 core + 2 electives	20 wks p/t no other info on website Mentions Funding
31315	Brisbane College of Australia T/A: Brisbane College of English Australian Institute of TESOL Gold Coast College of Australia Brisbane College of English 9 core + 3 electives	Domestic students Distance 8 – 20 wks \$1,550 +\$150 F2F – 10-24 wks \$1,950- 3,500 +\$150 International students F/t 10-26 wks \$2,550-5,200 +150

40520	Cairns College of English	No TESOL mentioned
91175	George Education Group Ltd T/A: Wentworth Institute Sydney, NSW 9 core + 1 elective	52 wks x 20 hrs p/w no prices provided
32285	Gold Coast Learning Centre 9 core + 1 elective	12 wks x 25 hrs p/w no prices provided
0416	Holmsglen Institute Pty Ltd T/A: Holmesglen Institute Chadstone, Victoria 9 core + 1 elective	40 wks x 1 day per week/ 20 wks x 2 full fee: \$2,821 Govt subs: \$1,798 Concession: \$359
22172	Melb City Inst of Ed Pty Ltd Explore English, Diversity at Work Melbourne, Victoria 9 core + 1 elective	26 wks – 6 hrs f2f + 8 hrs self study full fee: \$3,999 Govt subs: \$500/ Concession: \$100 RPL \$145 p/h
0275	TAFE Qld Southbank, Queensland 9 core + 1 elective	mixed mode/online up to 34 wks up to 34 wks x 20hr p/w \$3,610
31165	Teach International Varsity Lakes, Queensland 9 core + 1 elective	online + 12 hrs prac \$1,495 + \$120
41553	The Foundation for English Language Teaching Pty Ltd T/A: Queensland Institute of English 9 core + 1 elective	12 mths 32 wks no prices on website
30173	Universal Education and Training Ltd T/A Language Training Institute, Various locations around the world 9 core + 1 elective	12 mths – 14-17 hrs p/w 18 mths – 7-9 hrs p/w \$1,750 - \$1,950 With internship \$2,250 - \$2,450
22096	Universal Inst of Technology P/L Melbourne	F2F 10 wks x 20 hrs p/w \$3,250 + \$250 + \$300

also Alliance with TESOL Australia online \$1,475 www.tesolau.com online only

Not mentioned:

- Methodologies
- Assessment
- English language testing

Electives:

- Computer Assisted Language Learning/Technology
- Business English
- Teaching children/young learners

Certificate IV in TESOL – 10773NAT



Checklist for resources

	Resource/document	ITC		Licensee
		Electronic	Print	
1.	Permission letter	√	√	
	Training and Assessment Strategy (generic)	√	√	
2.	10773NAT Course document - PDF	√	√	
3.	Program outline	√	√	
4.	RPL Kit	√	√	
5.	Assessment tasks and results list	√	√	
6.	Assessment tasks	√	√	
7.	Assessment tasks – Marker guide	√	√	
8.	Activity booklet	√	√	
9.	Activity booklet – Marker guide	√	√	
10.	Student manual	√	√	
11.	Assessment matrix	√	√	
12.	Validation schedule	√	√	
	Lesson plans and PPTs and supporting documentation for all units (listed over page)	√	√	

Receipt of documents

In accordance with Licence agreement between Sue Baker, t/a International TESOL College and XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX, we have received all the documents and resources as listed on this document.

Signed by: _____ Name: _____ Date: / /

On behalf of

Certificate IV in TESOL – 10773NAT



Resources

	Units of competency	Lesson plan	PPT slides	Additional resources	Elect	Print
11	TESCUL401	√	√	Nil		
12	TESPRN402	√	√	Phonemic symbols chart – laminate Phonemic board game - laminate Give it a go -Teaching Pronunciation to adults Teaching pronunciation (AMEP) Topic review cards – laminate You-tube video - Bill	√ √ √ √ √ √	√ √ - √ √ -
13	TESGRM403	√	√	Communicating in the 21 st Century Laminated verb tenses (cheat sheet) You-tube video - Rolf	√ √ √	- √ -
14	TAEDEL401 TESRES404	√	√	TAEDEL401 Unit of competency Lesson plan templates Clearly speaking – AMEP Resource RELESL201 Unit of competency Simulated lessons – Assessment tasks 4, 5 & 6 Schedule for practical delivery of lessons Topic review cards – laminate You-tube video – Elli You-tube video – Kit	√ √ √ √ √ √ √ √ √	√ √ - √ √ √ √ - -
15	TESCHD412	√	√	Jazz chant – I have a headache – MP3 Jazz chant – These blue jeans – MP3 You-tube video – Hello, What’s your name You-tube video – ABC Song You-tube video – The Hokey Pokey	√ √ √ √ √	- - - - -
16	TESRED405 TESSPK406	√	√	Airnews warmer – MP3, Handout, Transcript Clearly Speaking – AMEP Resource Doctor surgery recording – MP3 Reading videos 1-5 for PPTs – MP4	√ √ √ √	√ - - -
17	TESCAL410	√	√	Nil		
18	TESASS407	√	√	Warmer – Cocktail activity	√	√
19	TESTST409	√	√	Practice tests scripts etc Writing and speaking bands - laminate IELTS General Training Practice Test 1 Marking sheets for GPT 1 Australia Network Study English – MP4 Various PDF documents to support unit	√ √ √ √ √ √	- √ √ √ - -
20	TESMTH408	√	√	Topic review cards – laminate You-tube video – Talking Twins You-tube video – Tony	√ √ √	√ - -