



**Next steps** focuses on supporting individuals who are leaving their organisations to find the right role in the right organisation. Our service is to help individuals with their job search, to help them understand their routes to market and to market themselves correctly in order to achieve their desired aspirations and goals in the world of work. You can find out more about us on our website <http://www.nextstepsconsulting.co.uk/index.htm>

From time to time our clients ask us to help them recruit the right candidates to fill vacant roles. These opportunities have emerged from us supporting our clients' needs and also being mindful that ex-employees are not finding it easy to find their next role.

These short notes give you an overview of the opportunity and the process we plan to follow to help you to find out whether it's the right role for you and whether you are right for our client. Strict confidentiality rules mean that we cannot advertise a lot of detail – we can tell you more by phone or if you choose to meet us face-to-face.

## **JOB DESCRIPTION AND KEY ACCOUNTABILITIES**

### **JOB DESCRIPTION**

To personally grow a successful counsellor business, marketing a Weight Loss Programme, with the sole desire to be financially successful and support clients to achieve personal goals.

To develop a strong presence in the chosen geographical location, whilst presenting themselves as an authority on the approach and its benefits.

### **KEY ACCOUNTABILITIES**

- \* To work with a Counsellor / Sponsor and use their skills and knowledge to market your business and grow your personal knowledge
- \* To set up counselling business and grow numbers of clients undertaking the programme.
- \* Manage their business in line with business requirements and the Inland Revenue.
- \* Undertake the training requirements and seek help and guidance to ensure the highest levels of understanding are attained.
- \* Communicate and market the programme in their chosen geographic location to grow the client base and raise profile and profitability.
- \* Support and motivate programme customers to be successful.
- \* Ensure that they are strong ambassadors of the programme at all times.

## FURTHER INFORMATION

This is a very simple business model – easy to follow and set up, but hard to copy. The key skills and experience required to do the job are:

- \* Experience of working in a customer-facing environment
- \* Self-motivation
- \* Great interpersonal skills
- \* Good at relationship-building
- \* Awareness of the obesity problem in Great Britain and the government campaign to tackle it as part of a wider initiative to improve the nation's health

The roles are self-employed but there is good earnings potential that rewards the time and energy that you invest. You can get up and running quickly and we will support you every step of the way. As a general rule, the more you put in, the more you get back. As a guide, for every 25 clients that you Counsel you can expect gross income of £500 per week.

Opportunities will develop for the right individuals to work as Counsellors with the University Sector to offer weight loss programmes and within the Head Offices of large organisations as part of their well-being policies and support for employees' health.

## RECRUITMENT PROCESS AND INFORMATION GATHERING

1. Application letter with CV or telephone call to Gaye Morris 07841 977400  
email address: [gaye.morris@nextstepsconsulting.co.uk](mailto:gaye.morris@nextstepsconsulting.co.uk)
2. Telephone chat and screening with Gaye Morris
3. **Information Giving Day.** This will include the role of a counsellor, how to set up and training and support that you can expect to receive from Gaye Morris and Amanda Riches. The sessions are held once a fortnight.
4. Candidates who wish to proceed will be invited to complete formal application forms on the Information Giving Day.
5. A minimum of an hour work shadowing Amanda Riches to gain first-hand experience of the role and the client interaction and support required
6. Head Office-based training.
7. Commence as Counsellor.
8. Follow up day with Gaye and Amanda
9. Day 2 Training Day at Head Office
10. Continuous professional development and contact with Amanda Richards your Counsellor / Sponsor.

## NEXT STEPS

Call or email me, **Gaye Morris**, to find out more. You've got nothing to lose by dropping me an email or just give me a ring! If you email your name and contact numbers (including a preferred time to call back), I'll even pick up the call charges. My number is **07841 977400** (mobile). My email address is

[Gaye.Morris@NextStepsconsulting.co.uk](mailto:Gaye.Morris@NextStepsconsulting.co.uk)

I believe this is an exciting opportunity for displaced Woolies people and look forward to hearing from you. Whether or not you decide to apply with us, I wish you all the best in your job-hunting and for your future success.