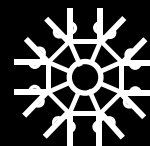


# Earning income from K'NEX (1)



## How can K'NEX provide me with an income?

Millions of children worldwide have enjoyed building K'NEX models at home.

However, many of these children have had little or no experience of K'NEX Model-building projects and K'NEX Challenges whilst working in small groups. Such an approach is very enjoyable, and will also help the children to develop:

1. Hands-on experience in design, technology, engineering, and numeracy.
2. Problem-solving skills.
3. Team-working skills.
4. Communication skills.
5. Self-esteem.

This presents an opportunity to educators who are experienced in using K'NEX, to:

1. Operate a **K'NEX Roadshow**, which visits educational organisations to deliver K'NEX sessions to their pupils or students, and/or
2. Become a **K'NEX Training Consultant**, who visits educational organisations to deliver K'NEX training workshops to their staff

## Which organisations use K'NEX?

K'NEX and Kid K'NEX are used in the following settings:

- Nurseries
- Primary Schools
- Secondary Schools
- Children's clubs
- Childcare schemes
- Family Learning
- Post-16 education
- Adult Education



*Kid K'NEX*

Our website [www.knexusergroup.org.uk](http://www.knexusergroup.org.uk) gives more information on the use of K'NEX in the above settings.

## What type of K'NEX sessions are required?

In our experience, the following types of K'NEX session are most popular:

- Kid K'NEX sessions for children aged 3 to 7
- K'NEX sessions for school pupils aged 5 to 16
- K'NEX sessions for students aged 16+
- K'NEX sessions in children's clubs, playschemes and summer schools
- K'NEX family learning sessions

Sessions typically last from 60 minutes to a whole day.

## How can I make my K'NEX sessions really exciting?

We have huge experience in designing and delivering Kid K'NEX and K'NEX sessions, which students of all ages will find exciting. Some of the best ways of achieving this are:

1. Deliver **K'NEX challenges** rather than just building K'NEX models from instructions. To help you to choose really good challenges, download a free copy of our "101 K'NEX Challenges" guide.
2. Deliver sessions which combine K'NEX or Kid K'NEX with other equipment such as **Robots** and **Computer control**. We can provide exciting technology such as Egg-Box and FlowGo (see photos), which enable students of all ages to build controllable K'NEX models.



## What type of K'NEX training workshop are required?

The K'NEX User Group has developed the following K'NEX training workshops, which are available free of charge to K'NEX Training Consultants who commit to purchasing their K'NEX equipment from us:

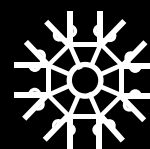
### 90 minute or half-day training workshops:

- Getting started with K'NEX and Kid K'NEX
- Building Bridges with K'NEX
- Building Machines with K'NEX
- Building Simple Robots with K'NEX and Kid K'NEX
- Developing numeracy skills with K'NEX
- Developing IT skills with K'NEX
- Using Kid K'NEX with 3-7 year olds

### All-day or half-day training workshops:

- Family Learning with K'NEX
- Using K'NEX in children's clubs and childcare schemes
- K'NEX Engineering Day
- Setting challenges with K'NEX

The all-day workshops last 6 hours and can be accredited by OCN as level 2 learning units if required.



# Earning income from K'NEX (2)

## How much would I earn?

The cost of delivering K'NEX sessions and K'NEX training workshops may vary. Typical prices are:

- £145 for a 90-minute session or workshop
- £245 for a half-day session or workshop
- £445 for an all-day session or workshop

Mileage costs, and (if necessary) accommodation the night before, can be added to these costs.

## Would I need to work full time?

We would recommend that you do not deliver K'NEX sessions and/or K'NEX training workshops on a full-time basis, at least initially. This type of work is best carried out alongside another part-time or even full-time job, because:

- There are plenty of organisations that require K'NEX sessions and even training workshops in evenings, weekends and school holidays, if you are busy elsewhere in the daytime.
- Demand can be seasonal, eg December is usually a quiet month.
- It will take a little time, even with good marketing, for you to start to receive a regular flow of bookings.

## What experience do I need to deliver sessions?

To deliver K'NEX sessions, the most important experience you need is of delivering any type of educational sessions to your target audience. For instance, if you plan to deliver K'NEX sessions to primary age pupils, you need significant experience of working with this age group.

The technical skills of using K'NEX are fairly easy to develop, via:

- Building models from the instructions that come with K'NEX and/or Kid K'NEX education sets
- Completing some of the K'NEX challenges on our website
- Helping other staff to deliver K'NEX sessions

Once you start delivering K'NEX sessions, it is best to initially keep the K'NEX activities simple, and gradually build up more experience.



## What experience do I need to deliver training?

Greater experience is required to deliver K'NEX training workshops, as you will often be helping experienced educators to gain maximum educational value from their K'NEX. Typically you would select a particular field in which to provide training, in which you have:

- Significant experience of delivering educational sessions (some with K'NEX)
- Significant experience of delivering training workshops
- For some of the training workshops, a good knowledge of the curriculum area they cover (eg engineering or numeracy)

For instance, an experienced playscheme leader who has provided K'NEX sessions to children, and trained other playscheme staff, might become a good K'NEX trainer to all playschemes in the region.

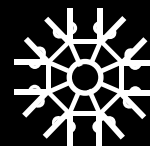


## What demand is out there?

There is great demand worldwide for both K'NEX sessions and K'NEX training workshops. This is best demonstrated by two examples:

- When Andy Shercliff, who now runs the K'NEX User Group, was MD of charity XLWales, it delivered 35,000 K'NEX challenges per year. These were provided in primary schools, children's clubs, playschemes and family learning within an 80 mile radius.
- When the User Group launched its "Building Bridges with K'NEX" training workshop in Swansea, 25 primary schools immediately booked a workshop.

# Earning income from K'NEX (3)



## Why isn't this demand already met?

There are a small number of K'NEX Roadshows and K'NEX Training Consultants already providing K'NEX sessions and K'NEX training workshops in different parts of the world. They tend to specialise in specific educational settings (eg family learning), and mainly operate on a regional basis. You can view their locations on our website under "K'NEX Professionals". We would like to identify more K'NEX Roadshows and K'NEX Training Consultants, to meet the demand in different sectors and areas.

## What will I need to get started?

To be able to deliver K'NEX and Kid K'NEX sessions, we recommend that you have:

- Enough K'NEX and/or Kid K'NEX to deliver whole-class sessions
- Marketing materials, such as leaflets and website content
- The educational materials needed to deliver the sessions, such as K'NEX guides, instruction cards, challenges, handy hints, passports and certificates.

For training workshops, we recommend that you have all of the above, plus the relevant Powerpoint presentations and some form of data projector.

## How do I find out more?

Email [andy@knexusergroup.org.uk](mailto:andy@knexusergroup.org.uk) , giving a summary of your background, and the educational setting(s) in which you are planning to deliver K'NEX sessions and/or K'NEX training workshops.

We can then discuss how we might be able to help you, and also include your details on the relevant page(s) of our website.

Many thanks.

Andy Shercliff

K'NEX User Group

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