

Roger and Joy – Early retirement couple



About Roger & Joy

Roger is 61 and Joy is 57. Last year Roger's accountancy firm made cutbacks and he was offered a generous long-service redundancy payment with which to take early retirement. Joy has always worked mornings as a receptionist in the local GP surgery, but is planning to retire herself late next year.

Roger walks the dog to the paper-shop each morning, plus often plays golf. When Joy's around, they often go for a walk together or help out with childcare.

Sometimes Joy goes to over fifties aqua aerobics class at the leisure centre. Her daughter said it might be good exercise and easier on her joints.

- 19% of this group do sport for 30 minutes 3 times a week
- 38% of them would like to do sport more often
- 95% of them are white, 3% are Asian, 1% are black and 1% are mixed
- 28% of this group are with limiting disability
- 86.1% of Roger & Joys are aged 56-65, 11.2% 46-55, 2.2% 36-45, 0.2% 26-35 & 66+.

Alternative names

Melvyn, Barry, Geoffrey, Linda, Susan, Patricia.

Sports they like

Keep fit/gym, swimming, cycling, golf, angling, athletics, bowls, badminton, tennis, football.

What works

Messages that work to motivate them

1. Expand your social circle.

Around retirement, social lives are often not what they were. Activities are a great way to reconnect with old and new friends - sociable, fun and great source of banter and camaraderie. You're retired – but who says you need to be retiring?

2. Have some time out from one another.

With retirement, suddenly you're seeing so much more of your nearest and dearest than you have done in years did. Why not find a rewarding activity to get your own 'space' once in a while? You'll feel better for it and banish that feeling of 'living on top of each other'.

3. Enjoy time together.

Around retirement, you may find you have more time. Perhaps it's time to rekindle your friendship and get to know each other again. There's no better way than to participate in an activities together.

4. Enjoy the good things in life.

You worked hard for your retirement and it's time for you to enjoy yourself and pursue the things you never had time for before. Activity is just another way to reward yourself and one that'll leave you feeling even better. It's a great way to relax, have fun and keep the mind and body healthy.

Barriers you need to address in secondary messages (in main text – not headline)

1. Anything mentioning old or 'special treatment'.

We're old, but we're NOT Golden Oldies. My mother's crowd are old she's 89 and 25 years older than me.

2. Suggesting that they're living the 'life of Riley'.

Projects that work

These projects are from the Active Celebrations report. For more details see link below

<http://www.promotingactivity.com/wp-content/uploads/2011/07/Active-Celebration-Demonstration-Effect-Initiatives.pdf>

<http://www.promotingactivity.com/wp-content/uploads/2011/07/Active-Celebration-Festival-Effect-Initiatives.pdf>

Chance to dance

- Goals: Prompt dance activity
- Targets: Participation contemplators

City spin

- Goals: Prompt activity and stimulate contemplation
- Targets: Participation contemplators

Cultural Carnivals

- Goals: Stimulate contemplation
- Targets: Disinterested non-participants

Ultimate Performance (disability communities)

- Goals: Prompt activity and stimulate contemplation
- Targets: Participation contemplators and disinterested non-participants

How do they make decisions?

They are adamant which is reflected in their cautious and circumspect adoption of new technology. They are also perfectionist which means they want the best possible solution, but also accepting which shows their need for expert opinion.

They relate most strongly to marketing that is

- Conservative
- Balanced
- Established
- Informative
- Intellectual
- Practical
- Sensible
- Reliable
- Financially prudent
- Quality

Communications Channels

At Make Sport Fun we have found there are 6 stages to an effective activity marketing campaign.



- Plan your campaign – identify what segment you should be targeting, how to reach them and what budget you’ll need.
- Set up your campaign – set up ways for people to register; a CRM system to track who’s registered and when they need following up with; an activity database; and (if required) a campaign website.
- Recruit – find people who want to get active and get them to register their interest.
- Intervene – follow up with people who’ve registered by phone, email and post, and find them somewhere local to do an activity of their choice on a day and at a time that suits them.
- Active Participation – people then go off and try their new activity. Ideally their first experience will be fun, free and friendly.
- Review- stay in touch with people via phone, email, text message and direct mail, address any barriers and issues and offer further motivation and support to keep them active.

These are the communication channels which work best for this segment for each stage.

- Recruit
 - Pay per click (e.g. Google Ads)
 - Search Engine Optimisation
 - Direct mail
 - Face to face
 - Partnership working
 - Referrals
 - Social media (e.g. Facebook, Twitter)
 - PR

- Intervene
 - Phone
 - Email
 - SMS
 - Post
- Review
 - Phone
 - Email
 - SMS
 - Post

If you need more information about how to use these communication channels in practice then you can purchase the Make Sport Fun book from www.makesportfun.com/book. This has details of precisely how to run your activity marketing campaigns and dozens of case studies.

You can also hire Make Sport Fun to run a training workshop to cover one area in more depth. More details are available at www.makesportfun.com/services/training.

Brands they like



Female Black and Minority Ethnic Groups

Motivators

- Venues providing crèche facilities
- For BME women rooms with limited windows and viewing areas
- Use female only venues and entrances
- Enclosed and private showers and changing rooms available
- Local facilities
- Convenient times to fit in with BME women and schooling (e.g. after dropping off or before picking up children from school)
- Timetabling of activities should take into consideration the needs of local communities to make allowances for festivals and religious days as well as religious study
- Female only instructors for female groups of participants

Barriers

	Black Caribbean	Black African	Black Other	Indian	Pakistani	Bangladeshi	Chinese	Other
Work/ study demands	27%	36%	41%	35%	29%	18%	33%	32%
lack of/ unsuitable facilities	26%	23%	44%	25%	25%	53%	15%	31%
home & family responsibilities	41%	40%	45%	49%	44%	42%	12%	43%
I'm too lazy/ embarrassed	19%	9%	12%	12%	6%	10%	16%	7%
lack of money	18%	20%	23%	13%	14%	18%	15%	20%
friend/ family don't take part	10%	5%	4%	6%	4%	2%	24%	4%

Communications Channels

- Leaflets in different languages (depending on local ethnic groups)
- Advertise via religious buildings, posters, radio and word of mouth
- Use images of Black and Minority Ethnic groups in promotional literature
- In rural locations use local newsletters, notice boards and information points
- For young people use Internet, email and text messaging. Media that works is loud, funny, rude, exciting and multi-layered – with lots going on at one time
- Use word of mouth, local women's groups, faith groups, women's magazines, radio, libraries, schools and websites
- Communicate through MENTER (Minority Ethnic Network) www.mentor.org.uk

Black Caribbean – sports they’re doing

1. Walking
2. Keep fit/ yoga
3. Weight training
4. Swimming
5. Cycling

Black African – sports they’re doing

1. Walking
2. Keep fit/Yoga
3. Running/jogging
4. Swimming
5. Football

Black Other – sports they’re doing

1. Walking
2. Keep fit/Yoga
3. Swimming
4. Cycling
5. Weight training

Indian – sports they’re doing

1. Walking
2. Keep fit/Yoga
3. Swimming
4. Cycling
5. Running/Jogging

Pakistani – sports they’re doing

1. Walking
2. Keep fit/Yoga
3. Swimming
4. Badminton
5. Tennis

Bangladeshi – sports they’re doing

1. Walking
2. Keep fit/Yoga
3. Swimming
4. Football
5. Badminton

Chinese – sports they’re doing

1. Walking
2. Keep fit/Yoga
3. Swimming
4. Tennis
5. Badminton

Other – sports they’re doing

1. Walking
2. Keep fit/Yoga
3. Swimming
4. Cycling
5. Tenpin Bowling

Black Caribbean – sports they’d like to do

1. Keep fit/ Yoga
2. Swimming
3. Martial arts
4. Badminton
5. Netball

Black African – sports they’d like to do

1. Swimming
2. Keep fit/Yoga
3. Netball
4. Tennis
5. Cycling

Black Other – sports they’d like to do

1. Keep fit/Yoga
2. Netball
3. Swimming
4. Martial Arts
5. Horse Riding

Indian – sports they’d like to do

1. Swimming
2. Keep fit/Yoga
3. Badminton
4. Tennis
5. Martial Arts

Pakistani – sports they’d like to do

1. Swimming
2. Keep fit/Yoga
3. Badminton
4. Tennis
5. Netball

Bangladeshi – sports they’d like to do

1. Swimming
2. Martial Arts
3. Badminton
4. Tennis
5. Ice Skating

Chinese – sports they’d like to do

1. Swimming
2. Badminton
3. Tennis
4. Cycling
5. Running/Jogging

Other – sports they’d like to do

1. Swimming
2. Keep fit/Yoga
3. Badminton
4. Tennis
5. Horse Riding

Male Black and Minority Ethnic Groups

Motivators

- Use men only venues and entrances
- Enclosed and private showers and changing rooms available
- Local facilities
- Timetabling of activities should take into consideration the needs of local communities to make allowances for festivals and religious days as well as religious study

Barriers

	Black Caribbean	Black African	Black Other	Indian	Pakistani	Bangladeshi	Chinese	Other
Work/ study demands	38%	36%	41%	49%	45%	13%	59%	36%
lack of/ unsuitable facilities	26%	39%	47%	29%	25%	41%	44%	29%
home & family responsibilities	20%	24%	23%	37%	31%	38%	23%	18%
I'm too lazy/ embarrassed	14%	7%	14%	11%	5%	10%	15%	15%
lack of money	32%	18%	26%	18%	20%	18%	23%	13%
friend/ family don't take part	2%	1%	4%	8%	8%	16%	6%	11%

Communications Channels

- Leaflets in different languages (depending on local ethnic groups)
- Advertise via religious buildings, posters, radio and word of mouth
- Use images of Black and Minority Ethnic groups in promotional literature
- In rural locations use local newsletters, notice boards and information points
- For young people use Internet, email and text messaging. Media that works is loud, funny, rude, exciting and multi-layered – with lots going on at one time
- Communicate through MENTER (Minority Ethnic Network) www.mentor.org.uk

Black Caribbean – sports they’re doing

6. Walking
7. Cycling
8. Keep fit/Yoga
9. Weight Training
10. Swimming

Black African – sports they’re doing

6. Walking
7. Football
8. Running/Jogging
9. Weight Training
10. Keep fit/Yoga

Black Other – sports they’re doing

6. Walking
7. Football
8. Weight Training
9. Cycling
10. Running/Jogging

Indian – sports they’re doing

6. Walking
7. Football
8. Swimming
9. Weight Training
10. Keep fit/Yoga

Pakistani – sports they’re doing

6. Walking
7. Football
8. Swimming
9. Cricket
10. Keep fit/Yoga

Bangladeshi – sports they’re doing

6. Walking
7. Football
8. Weight Training
9. Swimming
10. Badminton

Chinese – sports they’re doing

6. Walking
7. Badminton
8. Football
9. Cycling
10. Keep fit/Yoga

Other – sports they’re doing

6. Walking
7. Swimming
8. Football
9. Running/Jogging
10. Weight Training

Black Caribbean – sports they’d like to do

6. Cricket
7. Swimming
8. Martial Arts
9. Cycling
10. Badminton

Black African – sports they’d like to do

6. Football
7. Swimming
8. Tennis
9. Table Tennis
10. Martial Arts

Black Other – sports they’d like to do

6. Motor Sports
7. Football
8. Keep fit/Yoga
9. Weight Training
10. Tennis

Indian – sports they’d like to do

6. Cricket
7. Swimming
8. Football
9. Badminton
10. Keep fit/Yoga

Pakistani – sports they’d like to do

6. Swimming
7. Cricket
8. Football
9. Badminton
10. Squash

Bangladeshi – sports they’d like to do

6. Football
7. Badminton
8. Swimming
9. Cycling
10. Martial Arts

Chinese – sports they’d like to do

6. Tennis
7. Swimming
8. Badminton
9. Motor Sports
10. Martial Arts

Other – sports they’d like to do

6. Swimming
7. Golf
8. Motor Sports
9. Keep fit/yoga
10. Football

Rural Communities

Motivators

- Mobile services that travel around the area can be of great benefit (e.g. North Norfolk Mobile Gym project).
- Existing village hall and school facilities can make great sports facilities.
- Combining smaller events can help increase the numbers of people willing to take part.
- 'Nature' is an ideal environment for activity: local green space, rural footpaths, farmland etc. It can also help the landowners.
- Ensure training is accessible to your workforce who live in rural areas. Consider time of day and location.

Barriers

- Be aware that many rural areas do not have a regular daily bus service linking them to larger urban areas (e.g. 84% of rural Norfolk parishes have no access to a daily bus service).
- Problems relating to disability and age can be magnified when living in a rural location

Communication Channels

- Local newsletters, notice boards and information points are widely used in rural locations and should be taken advantage of.
- Don't rely on internet or email as less than 5% of rural households have access to a broadband internet service, compared to 2 in 3 typically.
- Include images of traditional and innovative rural activities.
- Avoid the overuse of images that can only take place in urban areas.
- Consider all the other equality groups (like those detailed here) who could be living in rural areas.
- Avoid rural stereotypes (e.g. that rural people are more affluent)
- Try to involve local volunteers

Disabled People

Motivators

- Affordable price
- Good accessibility
- Inclusive community-based leisure services
- It is fun
- Can hang out with friends
- Opportunity to stretch themselves to their limits
- Social inclusion
- Increase of self-esteem
- Helpful, trained staff

Barriers

- Availability of suitable facilities: toilets, changing facilities, seating arrangements, loop systems, parking space, uneven surfaces, tactile markings, poor signage
- Cost
- Have to travel outside their area to find accessible facilities
- Not enough community-based services and support
- Believe that they wouldn't be able to do as well as the others
- Fear that the other kids will be nasty or not understand them
- Children with visual disabilities struggle with signs being too small
- Children with physical impairments cite barriers to building relationships due to hostility, ignorance and a lack of access
- Believe that school sports clubs are for 'good performers' only
- Lack of information on what activities are available and where they can be undertaken
- Overprotection issues such as parents not allowing their disabled child to participate
- Negative public attitudes

Sports they like

- | | |
|---------------|------------------|
| 1. Swimming | 10. Angling |
| 2. Football | 11. Yoga |
| 3. Basketball | 12. Fitness |
| 4. Athletics | 13. Dance |
| 5. Hockey | 14. Trampolining |
| 6. Rugby | 15. Self defence |
| 7. Netball | 16. Cue sports |
| 8. Gymnastics | 17. Gym |
| 9. Cricket | 18. Archery |

Specifically for people with sight problems

Leaflets

- Type Size: 14 point print or above
- Easily recognisable font: sans serif (Verdana, Geneva, Arial, Helvetica, san serif) and serif (Georgia, Times New Roman, Times, serif) typefaces
- Type weight: normal, semi-bold, bold
- Type style: underlining, italic and capital letters should be avoided
- Leading: anything less than single line spacing would be inadequate
- Numbers: ensure they are distinct by using a correct font
- Alignment: left aligning text
- Design & layout: simple and uncluttered. The different elements of page layout clearly separated from each other
- Columns: make sure the margin between the columns clearly separates them. At least 1 point thickness. Avoid putting pictures within the text of a column. No text is laid over the top of an image or texture
- Hyphens at the end of a line disrupts reading flow, so should be kept to minimum
- Good contrast
- Images: all images should either support the main body of the text, or should be accompanied by a text caption explaining their significance, but never on their own
- Photographs: the important part of the image should be obvious
- Text should be set horizontally
- Paper type: avoid using glossy paper, gloss lamination or gloss encapsulation. Choose matt, silk or uncoated paper that weights 90gsm.
- Handwriting: use a medium thick pen, felt tipped. Use white paper and a pen with dark ink

Posters

- Alignment: left aligning text
- Easily recognisable font
- Not using underlining, italic and capital letters
- Good contrast between background and text
- Not placing text over images
- Make sure the colour of the poster contrasts well with the colour of the wall it is placed on
- Use strong, clear images that convey a clear message
- Minimum font size 26 points
- The core information is between 1400 and 1700mm from the ground

The following details must go in every poster to meet IFI standards:

- Website address
- Email address
- Phone - Type Talk details

Audio Information- CD's

Tactile Information

- Braille
- Moon
- Accessible images: combination of raised lines, shapes and textures

To read electronic information people with sight problems use Screen reading software or Screen magnification software

Email

- Plain text format emails are used
- *Bold* or underline symbols are used to surround text you want to give emphasis to rather than italic, capital letters or underlining
- Use effective and meaningful subject line
- Use effective and meaningful file names, so they can be read by a screen reader
- If voting buttons are used this is mentioned within the email

Signage

- Signs are well lit
- Surface of the sign is non- reflective
- Sign colour contrasts with the colour of the wall it is on
- Signboard has no sharp edges
- Content is short and concise
- Character are embossed and have a depth of between 1mm and 1.5mm
- Engraved characters not used
- Characters are between 15 and 20mm high
- Text is not set in capital letters
- Braille is used wherever is possible
- Text is aligned to the left
- Arrows are positioned to the same side they are pointing
- Signs are positioned between 1400 and 1700mm high
- Spacing between characters is between 20 and 30% more than when using the standard typeface
- Spacing between words is increased from the standard typeface by about 25%

Pre-written promotional messages

Walking:

XX% of London is flat and 2/3 is green space

- *Great news for walks, and knee joints*

Remember when we used to 'run errands'?

- *Walking to local shops for papers and milk is great for staying fit, and supports your community too*

You're an expert in staying fit and well, you're a walker

You're giving your grandchildren great habits - you're a walker

2/3 of London is green space

- easy on the eye and the joints

Walking - the best possible exercise

The favourite exercise of GPs

Experts recommend walking as a great way to stay fit

Fitness doesn't have to be fanatical – take a walk today

A walk a day keeps the doctor away

Leave the car at home today – take a walk

Having a bus pass doesn't mean you have to use it – take a walk instead

Take a walk – your heart will thank you for it

Walk your way to better health

Activity specific:

Retired but not retiring

Now is the time to enjoy myself

Now I've retired being active keeps my mind and body healthy

Time on your side

My life is fun and I want to keep it that way

'Aqua aerobics followed by a massage and then lunch...I've never been so busy!'

Replace colleagues with new friends'

The only thing senior about me is my bus pass

Double the number of Christmas cards you send this year

The warmest of welcomes awaits

Where no-one is under your feet

Where 'my space' isn't a virtual community

My space to get active

It's important she finds time for her friends. Aqua aerobics lets her do that

Every now and then we need to escape from each other

I feel like I belong

Now you're retired start enjoying yourself again...

"Now I'm retired I've never been so busy!"

Fitness classes:

Full fitness – with help from the experts

Try out new activities at XX you'll be in safe hands

Like to try X activity but don't know how? We do. *We're your local experts on activities from X to Y*

Want to stay mentally sharp? Improve your memory? Increase the amount of exercise you

get. *GPs know those who exercise have a mental advantage over those who don't*

Retired but not retiring? Friendships blossom at your local clubs

Retired but not retiring? Make new friends and learn a new activity at

Get fit and make friends – join a class

Explore your social side – join a class

Swim / aqua:

Experts agree keeping fit in the water supports your back and joints

Why do we love aqua aerobics? It's the easy and fun way to get fit

Aqua aerobics helps you improve your fitness steadily. *Each session burns up to 500 calories and tones your body whilst being kind on your joints*

Regular swimming is proved to improve your fitness Enrol for our swimming sessions for great benefits in and out of the pool

Three good reasons why aqua aerobics classes are great: *Helps you keep fit and feel great; It's kind on backs and knee joints; It's fun and friendly*

You don't have to go to great lengths to get fit, just do as many as you want – try swimming

Splash into summer with aqua aerobics

Dancing:

Line dancing may prevent lines!

Starting dancing again moves you body and soul

We're stepping out all over again

Line dancing class – warning. May cause aching sides

Great fun, great exercise and a great excuse to get out of the house!

Rediscover your love of dancing at

Tennis:

Simply a great afternoon. Game, set and match

'Playing tennis together has helped us make new friends'

Remember your courting days? Try tennis again at ...

Make a racquet together – play tennis

Golf:

Enjoying a bit more spare time? *Learn a new skill, meet new people and enjoy the fresh air. You'll get warm welcome at X club*

Three reasons why golf is great....*You can walk four miles or more; Boosts your fitness levels; Keeps your heart happy at between 90 and 120 beats a minute*

Rediscover your competitive side

Enjoying having some extra time on your hands? *Improve your game with expert coaching at X club*

Retirement – the perfect excuse to work on your handicap

Golf is great exercise and great fun

The nineteenth hole is waiting – just don't forget the other eighteen!

Female black and minority ethnic groups (focus on Black and Asian)

Key message: promotes the activity/venue/welcome

Other messages: quickly addresses barriers; and highlights specific benefits/offer e.g. 'free' 'girls only' 'inclusive' 'great value' 'no dress codes'

Along with the right images, the atmosphere at the club or venue matters (as much as the activities offered) so highlight your differences: 'friendly' 'welcoming' 'music' 'cool' 'respect' 'open to ideas' 'relaxed' 'support'

Example

- ◆ Warm welcome to wonderful women women only classes, wear what you like
- ◆ Lead the way Up for it? Mentoring and coaching classes - free

Main messages are the same as the 19 adult segments or young people messages. However the following additional ideas may be useful.

Messages

- ◆ Mums, Daughters and Grandmas family swimming at women only sessions
- ◆ We are family!
- ◆ Wear what you like
- ◆ Don't know what your sport is yet? Come and play
- ◆ Cool activities for girls who don't do sport
- ◆ Express yourself
- ◆ Your space at our place
- ◆ Your time, your sport, our support
- ◆ The friendliest club in town
- ◆ Fantastic family fitness
- ◆ We're behind you every step
- ◆ Helpful. Friendly. Open
- ◆ Girlfriends with style
- ◆ Your club, your sessions
- ◆ It's your beautiful game
- ◆ The fun half hour for the whole household
- ◆ Did you know kids' swimming is free? Grandparents too?
- ◆ Exercise classes for wonderful women
- ◆ Generation games!
- ◆ Women-only classes, and female coaches
- ◆ Your club, open to your ideas
- ◆ Friendly, open, respectful, fun
- ◆ Always friendly, always affordable
- ◆ Putting family first

Male black and minority ethnic groups (focus on Black and Asian)

Key message: promotes the activity/venue/welcome

Other messages: quickly addresses barriers; and highlights specific benefits/offer e.g. 'free' 'girls only' 'inclusive' 'great value' 'no dress codes'

Along with the right images, the atmosphere at the club or venue matters (as much as the activities offered) so highlight your differences: 'friendly' 'welcoming' 'music' 'cool' 'respect' 'open to ideas' 'relaxed' 'support'

Messages

- ◆ Serious sessions, real respect
- ◆ Club dress code: trainers
- ◆ Exercise clears the mind
- ◆ Small club. Big welcome
- ◆ Open to new ideas – share your thoughts at the friendliest venue in town
- ◆ Got ideas? We're on your team
- ◆ Street sports, music, your shout
- ◆ Sessions and tunes
- ◆ Meeting place for mates
- ◆ Hang out here
- ◆ New ideas for a lads night out
- ◆ Your shout
- ◆ Hang out with friends here
- ◆ Mates always welcome
- ◆ Give it all to the game
- ◆ Test yourself nobody else
- ◆ It's time to get your game on
- ◆ No hassle night out
- ◆ No team? No worries
- ◆ No contract, no pressure, just sports
- ◆ Your sports your way
- ◆ We're on your team
- ◆ In it 4 fun
- ◆ We're your biggest supporter
- ◆ Our support is knock out

Rural Communities

Key message: promotes the activity/venue/idea

Other messages: quickly addresses barriers and highlights your specific benefits/offer.

Key benefits for rural communities include: 'transport' 'local' 'within reach' 'outdoors' 'free' 'taster sessions' 'indoors' 'mobile'

Messages

- ◆ Your activity centre
- ◆ When it comes to activities we've got it
- ◆ Great games and activities nearer than you think
- ◆ Your local activity champions
- ◆ Get active naturally
- ◆ Your social-life centre
- ◆ Raising your heart rate – it's only natural
- ◆ Natural. Local. Yours
- ◆ Fun for free in the park this Summer and Autumn
- ◆ Enjoy the even greater outdoors
- ◆ Doorstep delights
- ◆ The best places to get active? Right here
- ◆ Enjoy natural highs!
- ◆ Getting the most out of life
- ◆ Walk the everyday adventure trail
- ◆ Top trails and tall stories
- ◆ Weather-proof your fun
- ◆ Activities in all weathers? We've got it covered
- ◆ Get up and about with us
- ◆ Walking heroes wanted
- ◆ Laugh your walking socks off

Mobile/ transport link-ups

- ◆ Bringing activities to you
- ◆ Activities at the heart of everything
- ◆ Share the journey, share the fun
- ◆ Getting on board the activity express
- ◆ The club that comes to you
- ◆ Find out about community tranSPORT
- ◆ Sessions that fit around the shops
- ◆ School-run sessions