

Practical Strategies for a New Decade

A conference presented by **mtmconsulting limited** and **Veale Wasbrough Vizards**

Institute of Directors, Pall Mall, London SW1
Tuesday 14th September 2010

PROVISIONAL PROGRAMME

9.15 **Registration**

9.40 **Introduction and welcome** **Chairman**

Nigel Richardson, formerly Headmaster, The Perse School, Cambridge

9.50 **State and private funding of education** **Professor Paul Collier**

Professor Paul Collier is Professor of Economics at Oxford University. He will examine the economics of state and private funding of education and the case for subsidised market provision, particularly in the light of what may, by September, be a very different political landscape.

10.30 **Education: what can the Government do?** **Mike Baker**

Mike Baker is an award-winning freelance journalist, broadcaster, conference facilitator, media trainer and education expert. He was the BBC's education editor for nearly 20 years and is now education columnist for BBC News Online and The Guardian.

11.00 **Coffee break**

11.20 **Workshop Session 1:**

AM1

Flexible Fees Solutions

John Deakin (Veale Wasbrough Vizards),
Angus Cater (SFS Group Ltd)
David Hyner (Brooks Macdonald Asset Management)

Parents are facing increasing financial pressures. We will review models for fee payments to maximise income from fees with minimum fuss. To include: instalments and deferrals under the CCA; payment of fees by third parties; making the deposit work for the School; Advance Payment Schemes.

AM2

Keeping a school at the top of its game

Dick Davison (mtmconsulting),
John Roberts CBE and **Barry Martin** (Chairman of Governors and Headmaster, Hampton School)

Hampton, a boys' school in West London, has steadily increased its roll in recent years to record levels, at the same time as achieving significant improvements in academic and other outcomes. The Chairman of Governors and the Headmaster reflect on what are the factors which make a successful school.

AM3

The latest market information

Melanie Tucker (mtmconsulting)

An exclusive preview of the findings of a new mtmconsulting survey on the state of the independent school market and some practical advice on how it could be used to define your strategy.

12.25 **Opportunities: charitable or for-profit?** **Graham Able**

Graham Able is Chief Executive of Alpha Plus Group, a privately-owned chain of independent schools. Until 2009 he was Master of Dulwich College and is a former Chairman of the Headmasters' and Headmistresses' Conference. He also has experience of both charitable and for profit schools outside the UK. He will discuss the relative advantages and disadvantages of both systems and challenge some common perceptions of the 'for profit' sector. He will also focus on opportunities in the education markets home and abroad.

1.15 *Lunch (finger buffet)*

2.15 **The Management of Change** Peter McCaffrey

Professor Peter McCaffrey is Vice-Chancellor and Chief Executive of Cumbria University. his research on international university innovators, change management, performance management and staff development has been published widely in broadsheet newspapers and professional magazines.

3.00 **Workshop Session 2:**

PM1

The Swedish model: could it work here?

Joe Faulkner (mtmconsulting)
Anders Hultin (CEO Gems UK)

Anders Hultin, now Chief Executive of GEMS UK, was formerly one of the founders of Kunskapsskolan, one of the most successful privately-owned groups to run state-funded schools in Sweden. Anders will explain how the model works in Sweden and how it could be applied in the UK with the advent of free schools.

PM2

Financial Poker - Twist or Bust?

Barney Northover (Veale Wasbrough
Vizards)
Trevor O'Sullivan (Grant Thornton)

Practical tips from both the legal and accounting perspective on how to: play your cards right in a challenging market; weigh up the odds on short, medium and long term viability; deal with mergers; and manage your relationship with the bank.

PM3

Preparing for inspection

Simon Bevan & Yvonne Spencer (Veale Wasbrough
Vizards), **Julian Ridley** (Bursar and Clerk to the
Governors, Stonyhurst College)

Are you rising to the compliance challenge? With legal compliance playing an increasingly important part of an ever changing inspection regime, does your school pass the test? Practical advice from the experts.

4.00 **Final Summary**

An opportunity to raise questions with speakers and seminar leaders

4.15 *Tea & Close*