

Business Management Workshop

for London Social Care Providers



Developing Growth & Opportunity

to take your care service business into the future

Gain a new perspective and understanding on how to:

NETWORK to secure opportunity

Benefit from **PARTNERSHIP**

PROFIT from the Personalisation agenda

CONTRACT new care services

Increase your **QUALITY** Star Rating

A unique opportunity for
Care Managers &
Care Provider Owners



BUSINESS MANAGEMENT Workshop – for London Social Care Providers

A Grant Assisted opportunity through the LSC Train to Gain Programme to make this Business Management Seminar **FREE** to those who register in advance and meet eligibility conditions.

Aimed at Care Managers and those who own and run a care service in the private & voluntary sector with under 249 employees.

Call 01932 355598

To find out if you qualify for a **FREE** place at this event.

Wide range of dates and venues available across London between July to September 2009



Leading learning and skills

DEVELOPING Growth & Opportunity

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Why should you attend this Workshop ?

It is difficult to be a small business manager in the social care sector. Usually you wear multiple hats, often **having to juggle responsibilities across a wide range of activities** including service quality, staff recruitment, physical resources, care planning, risk assessment, inter-agency working – and the list goes on & on !

It is so easy to get bogged down working IN the day to day delivery of your care service that **you end up with no time to work ON your business**. What this means is you spend all of your time doing important things that do not necessarily generate Growth & Opportunity for your business.

This learning event is unique because it focuses on **business development activity** that will support your care services being first choice for commissioners & service users – and add to your bottom line. By attending this event you will be presented with a range of practical ideas and strategies **that will support survival and vision for the future of your business**.

Can you afford to miss it ?



Who can attend this Event ?

This Event is aimed at social care providers in the private, franchise, and voluntary sector – being restricted to one representative per social care provider, who meet the following eligibility criteria:

- Be a Registered Care Manager and/or Owner of a social care organisation with 5-249 staff.
- Have not accessed the Train to Gain Leadership & Management Grant since January 2007.

“Developing Growth & Opportunity”

Business Management Workshop
for Social Care Providers
5 hours Learning covering:

ARE YOU A WINNER OR A LOSER ?

Key note presentation on the topic of why some social care service providers are growing & securing new opportunities during the radical changes currently taking place in the sector whilst some are falling apart and getting into trouble.

Followed by a series of short learning modules with self-assessment activities designed to examine:

- **NETWORKING** as a skill and a tool to meet your business needs and vision
- **PARTNERSHIP development** as a way to explore new funding streams
- **PROFIT opportunities** from the emerging flexibility that personalisation of care and individual budgets will offer
- **CONTRACT** awareness and securing higher levels of service user referrals
- **QUALITY improvement** that makes business sense for your bottom line

This agenda will include opportunity for questions, debate and individual self assessment on the key issues covered

Range of information, practical tools and resources provided on the day

“Packed with practical guidance and instruction specific to the care sector and delivered by a Consultant who knows his stuff”

Paul Humphreys
Marketing Director - Ixion Holdings
T2G Skills Broker

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Who will deliver this training ?

Gordon Bentley is a workforce development consultant for the care sector having over 20 years experience in both the private, public and voluntary sector. This has included leadership coaching for Care Managers, developing teams, implementing quality improvement and facilitating partnership working between those who provide, and those who commission, care services. Having a Masters degree in HRD he is also a member of the BASW with a CQSW qualification. A recognised key note speaker with a radical thinking style on the subjects of business & workforce development, plus funding opportunities.



How can I express an interest in attending this Event ?

We anticipate a high demand from social care providers to access this funded event. So please do not delay contacting us to express your interest at the earliest opportunity. This will give you the chance to ask any questions you may have, and for us to confirm your eligibility and process for securing the T2G Leadership & Management Grant that will enable you to attend at no cost.

So here are your options to find out when the next “Developing Growth & Opportunity” Event is being delivered in your area:

Option 1

CALL Our Training Manager
Now on **01932 355598**

Option 2

EMAIL our Training Manager
at: peterwebb@kpidevelopment.com to be
contacted at a convenient time

Option 3

FAX our Expression of Interest
Form to **01932 341312**

This event is being funded through the Train to Gain Programme, via a joint collaboration between **Nulli Secundus Ltd** and **KPI Development Ltd**, who have joined forces to make this unique professional development opportunity possible for the social care sector



Where will this Event be provided ?

We are organising a series of events across the London region that will take place between late July and September 2009. They will take place according to demand and location of those who have registered to attend. Full joining instructions will be provided.

The event will start promptly at 10.00am and finish at 3.00pm.

A full business development information pack will be provided to accompany the agenda on the day.

A free buffet lunch is provided to all delegates who attend the event.

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EMPLOYER EXPRESSION OF INTEREST

FAX BACK FORM

Please contact me to discuss your “Developing Growth & Opportunity” Event that I have a potential interest in.

My Name is:(Block Capitals Please)

My Job Role is:

My Organisation is:

My Phone No. is:

Contact me on(Day) between..... and(time)

I understand there is no obligation in expressing this interest, and that the offered is subject to eligibility conditions being met through the T2G Leadership & Management Grant.

Now FAX this Expression of Interest to: **01932 341312**

For the attention of the

Training Manager

KPI Development Ltd

113 George Lane, London, E18 1AB