

Business Management Workshop

for North East Social Care Providers



Developing Growth & Opportunity

to take your care service business into the future

Gain a new perspective and understanding on how to:

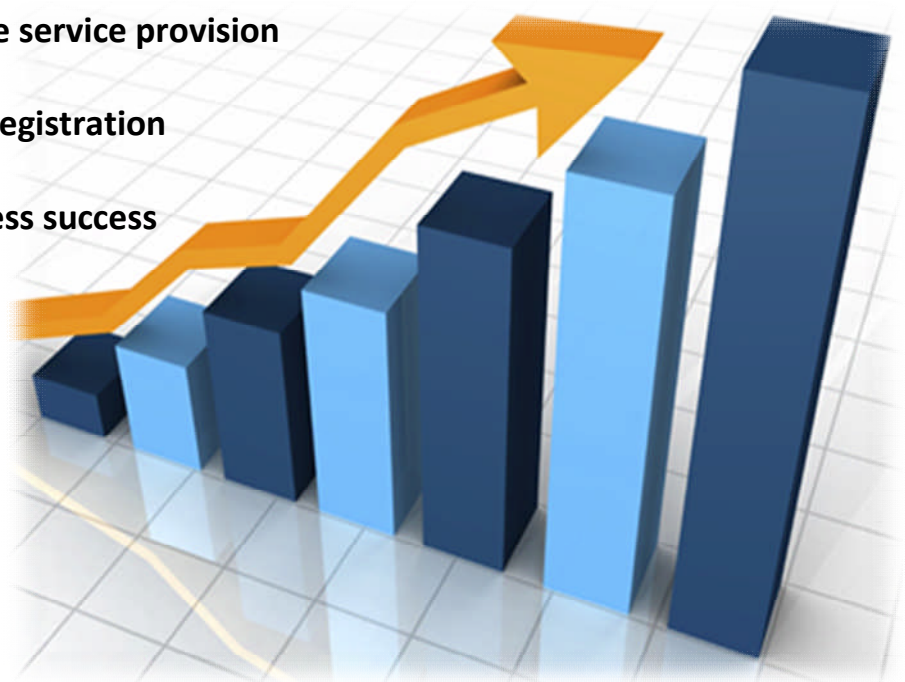
Develop new **SERVICE OPPORTUNITIES** from Personalisation

CONTRACT for Outcome Based care service provision

GAIN advantage from CQC Single Registration

Develop the right **TOOLS** for business success

A unique opportunity for
Care Managers & Owners
who want to adapt and change
their Care Service for developing
GROWTH & OPPORTUNITY
that makes business sense !



BUSINESS MANAGEMENT Workshop – for Social Care Providers in the North East

A Grant Assisted opportunity through the LSC Train to Gain Programme to cover the cost of this Business Management Seminar for 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 01494 817000

To find out if you qualify
for grant assisted place
at this Workshop.

Dates and venues available across the
North East from February 2010



Leading learning and skills

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 Workshop 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 I attend this Workshop ?

This Workshop 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
6 hours Learning covering:

ARE YOU A WINNER OR A LOSER ?

Key note presentation on the topic of why some social care service providers will grow & secure new opportunities during the radical changes currently taking place in the sector whilst some will fall apart and getting into trouble.

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

- **The BIG CHANGE issues** and how they will impact and influence your care service
- **OPPORTUNITIES** for service growth through the new CQC single registration requirement in 2010
- **PROFIT opportunities** from the emerging flexibility that personalisation of care and individual budgets will offer
- **CONTRACT** awareness and securing service user referrals through new commissioning methods
- **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

DEVELOPING Growth & Opportunity

to take your care service business into the future

Who will deliver this training ?

Gordon Bentley is a business 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 in the London region with a radical thinking style on the subjects of business & workforce development, plus funding opportunities.



How can I express an interest in attending this Workshop ?

We anticipate a high demand from social care providers to access this Workshop 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 initially assess your eligibility and process for securing the Train to Gain Leadership & Management Grant to cover the full cost of this Workshop.

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

Option 1 **CALL** one of our Consultant Advisers for the social care sector, Ray Cox or Peter Webb, now on **01494 817000**

Option 2 **EMAIL** our Consultant Adviser, Ray Cox at: raycox@kpidevelopment.com to request we contact you at a specific time convenient to you

This cost of this Workshop is being grant assisted through the Train to Gain Programme, via a joint collaboration between **Computer Gym Ltd** and **KPI Development Ltd**, who have joined forces to make this unique professional development opportunity possible for the social care sector



How will this Workshop be provided ?

We are organising a limited number of Workshops across the North East region that will take place from February 2010 onwards.

Those interested in attending will first be visited by an independent Skills Adviser to ensure the “Developing Growth & Opportunity” Workshop will meet their leadership & management needs. Eligibility to access Grant funding to cover the full cost of this Workshop will also be confirmed at this stage.

Full joining instructions will be provided following receipt of our Workshop registration form and deposit of £25. Payable by cheque or direct debit.

The event will start at 10.00am and finish at 4.00pm. A buffet lunch is provided to all delegates who attend the event.