

Business Development Workshop

for London Region Social Care Providers

Developing Growth & Opportunity

to take your Care Service Business into the future !

Call 01494 817000 now to Express Your Interest in Attending

**Includes Guidance
on completing the new
CQC Single Registration !**

Who Should Attend ?

- Senior Managers of a Care Service.
- Those with responsibility for securing contracts and income for care services.
- Those with responsibility for CQC Single Registration.



About the Workshop

“Developing Growth & Opportunity” Business Development Workshop

Is designed specifically for Registered Care Managers and Owners who are seeking guidance and support on managing the change they are facing in 2010 with **Personalisation & the new CQC Registration process.**

This Business Development Workshop looks at the current changes taking place in the social care market place, with the aim of **highlighting critical change issues, profitable opportunities, and tools for progressing care service growth.**

Small Business - Leadership & Management Grant Available

Business Development Workshop

for London Region Social Care Providers

Are you ready and prepared for the online registration process that CQC have just launched ?

Workshop Programme

- 10.00am **Welcome & Introductions**
- How to benefit from this workshop
- 10.30am **Key Note Presentation**
- "Who Will Pay for Your Care Service ?"
- 11.00am **Coffee/Tea & "Business Bite" offers**
- 11.30am **The Big Change Issues**
- Commissioning Strategies
- Personalisation
- Service Outcomes
- 12.15pm **Business Health Check**
- Self Assessment & Benchmarking Exercise
- Feedback & Discussion on results
- 12.45pm **Lunch & Business Networking**
- Funded staff training offers
- Partnership opportunities
- 01.45pm **Emerging Market Opportunities**
- New Income/New Services
- 02.30pm **Coffee/Tea & "Business Bite" offers**
- 02.45pm **CQC Single Registration Guidance**
- Preparation, Completion and Submission
- 03.45pm **Tools to Grow Your Business**
- Skills, Resources & Capabilities you need
- 4.30pm **Action Planning & Closing Remarks**

KPI Development Ltd

About Us

Founded in 1999, **KPI Development** has a team of independent business consultants who have specialist expertise in the London social care sector.

We provide a range of consultancy services that support the supply & demand needs of our key customer groups. This includes Small Business Owners, Training Organisations & Public Sector Stakeholders – who between them are often reliant on each other for business growth, funded training, project work & partnership working.

KPI Development is using a series of Business Development Workshops to support Social Care service providers who are being challenged by the need to change and adapt if they are to survive emerging Government policy & strategy.

YOUR WORKSHOP LEADER

Gordon Bentley, Business Consultant for KPI Development. Having a Masters Degree in HRD he is also a member of the BASW with a CQSW qualification. A recognised key note speaker with an innovative thinking style on business & workforce development that will capture your interest and imagination for growing & developing your care service !

WORKSHOP DATES for LONDON

NORTH LONDON - LB of Barnet - 28/07/10 **W LONDON – LB of Hillingdon 15/09/10**

EAST LONDON – LB of Newham – 17/08/10 **SOUTH LONDON – LB of Croydon – 21/07/10**

Note: Only Delegates who have registered and paid in advance will be offered a workshop place

Call 01494 817000 Now to Express Your Interest in Attending

Business Development Workshop

for London Region Social Care Providers

5 Easy Steps to DELEGATE REGISTRATION

How can I express an interest in attending this Workshop ?

We are using the Train to Gain - Leadership & Management Grant for you to be reimbursed 95% for the cost of attending our "Development Growth & Opportunity Workshop" for Social Care providers.

To be eligible for this grant you must be a senior manager or business owner, have less than the equivalent of 250 full time staff, and have not accessed the Leadership & Management Grant in the last 24 months. This will be verified by our business consultant when you call us.

The following process outlines how you can obtain your grant and register a Workshop place:

1. Call 01494 817000 to speak with one of our business consultants who will confirm your eligibility and complete a short diagnostic of your current skill needs for attending the Workshop.

Express Your Interest

2. We will arrange for an independent Train to Gain skills broker to visit and complete the Leadership & Management grant application form.

Grant Application

3. On confirmation that your Leadership & Management Grant is secured for you, we will request from you a registration fee of £25 to reserve your workshop place on the date you have chosen.

Register Your Workshop Place

4. We will request from you final payment for the Workshop by cheque, or BACS, 10 days before the date you are attending.

Final Payment

5. After attending the workshop you will receive your Grant Funding from the Train to Gain Skills Brokerage to cover 95% of the cost you have paid to KPI Development.

Receipt of Leadership & Management Grant

The full cost of attending the "Developing Growth & Opportunity Workshop is £550.

The Leadership & Management Grant covers £525 of this cost.

KPI Development Ltd, 113 George Lane, South Woodford, London, E18 1AB

Head Office Tel: 02085249620 Email: headoffice@kpidevelopment.com

www.kpidevelopment.com

UK Registered Company: 1888963 Vat No. 566441037

Call 01494 817000 Now to Express Your Interest in Attending