



The HMC, IDPE and AGBIS School Bursaries Conference
Headline sponsors Graham-Pelton

“Transforming the Lives of Young People”

Wednesday 29 January 2020

BMA House, London

Conference directors: Elisabeth Anderson and Simon Jones

9.30 – 10.00	Coffee and Registration
10.00 – 10.10	<p>Welcome and opening remarks</p> <p><i>Elisabeth Anderson, Director of Development, Bryanston School and conference Co-chair</i> <i>Simon Jones, Director of Development, The Manchester Grammar School and conference Co-chair</i></p>
10.10 – 10.40	Session 1: Keynote speech - Robert Swannell CBE
10.40 – 11.15	<p>Session 2: Panel session</p> <p>Putting transformational bursaries and experiences at the heart of the school strategy</p> <p><i>Speakers:</i> <i>David Goodhew, Head, Latymer Upper School</i> <i>Jaideep Barot, Headmaster, Bristol Grammar School</i> <i>Other speakers to be confirmed</i></p> <p><i>Chair: Kerry Wilson, Director of Development, Rugby School</i></p>
11.15 – 11.30	<p>Session 3: Speech from a bursary beneficiary</p> <p><i>Speaker: Brett, Warminster School</i></p> <p><i>Introduced by Mark Mortimer, Head, Bryanston School</i></p>

11.30 – 12.00	Coffee
12.00 – 12.45	<p>Session 4: Breakout sessions (1)</p> <ol style="list-style-type: none"> Fundraising: What's working? <i>Graham Pelton</i> Turning strategy into tactics and operational approaches, <i>Kerry Wilson, Director of Development, and Sally Rosser, Deputy Head (Pastoral), Rugby School</i> Marketing, pupil recruitment and admissions Pastoral care and focusing on the child, <i>Tom Arbuthnott, Director of Outreach and Partnership, Eton College</i> Allocating bursary funding – deploying available finances to the best effect, <i>Mark Taylor, Bursar, The King's School, Canterbury</i> The Impact of school bursaries, <i>John Cloughton, former Chief Master of King Edward's School, Birmingham</i> Building networks and partnerships with local and/or state schools to deliver transformational experiences, <i>Sarah Butterworth, Assistant Head and Community Partnerships Director, Highgate School</i> Managing your bursary data from applications to awards, <i>Toucan Tech</i>
12.45 – 13.45	Lunch
13.45 – 14:25	<p>Session 5: Panel session</p> <p>Financial planning, funding and strategy</p> <p><i>Speakers:</i> <i>Philip Britton MBE, Headmaster, Bolton School</i> <i>Samantha Price, Headmistress, Benenden School</i> <i>Terence Perrin, Governor, Trinity School</i> <i>Penny Rudge, Bursar, Wolverhampton Grammar School</i></p>
14:25 – 14:45	Session 6: Keynote speech – Nicki Mattin, Principal, Spires Academy
14:45 – 15:10	Tea
15:10 – 15:55	<p>Session 7: Breakout sessions (2)</p> <p><i>Sessions as above</i></p>
15:55 – 16:00	Move to the next session
16:00 – 16:30	Session 8: Keynote speech – Jon Aisbitt, Ex-Chairman of Man
16:30	<p>Closing remarks and depart</p> <p><i>Elisabeth Anderson, Director of Development, Bryanston School and conference Co-chair</i> <i>Simon Jones, Director of Development, The Manchester Grammar School and conference Co-chair</i></p>

With thanks to members of the conference steering group:

Elisabeth Anderson, Director of Development, Bryanston School
Simon Jones, Director of Development, The Manchester Grammar School
Mark Taylor, Bursar, The King's School, Canterbury
Ben Vessey, Headmaster, Canford School

