

More

The Head, me and the DoD

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The Head, Me and The DoD



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Exploring the relationship between the Head and the Director of Development

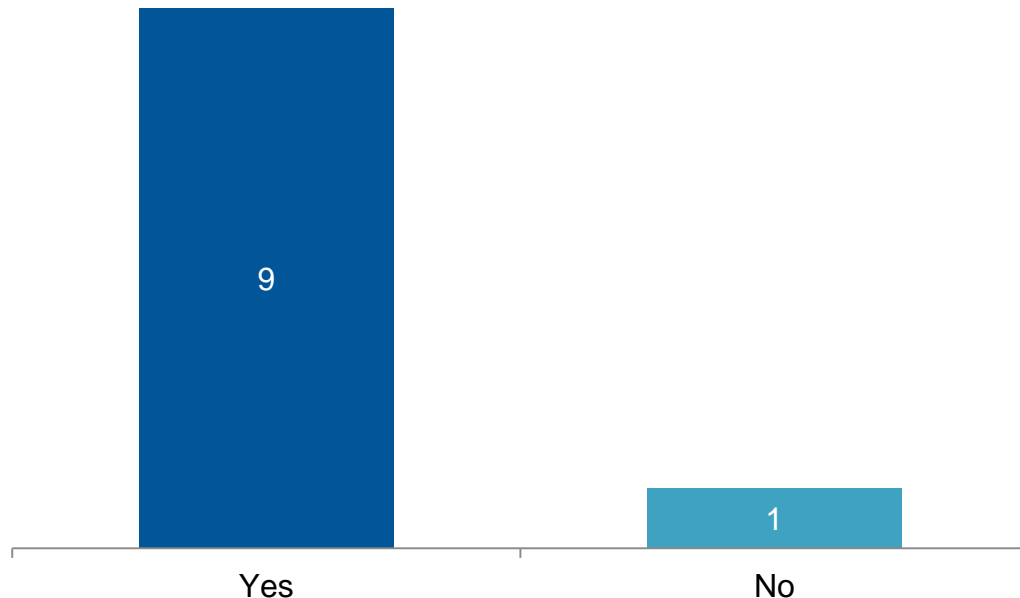
- Do they agree on their respective roles?
- What do they need from one another?
- Can we establish some principles for successful working?

We asked questions around:

- Time spent on fundraising
- Director's position in the organisation
- Qualities a leader needs for fundraising
- Activities a leader should be involved with
- Support a leader needs most from the development team

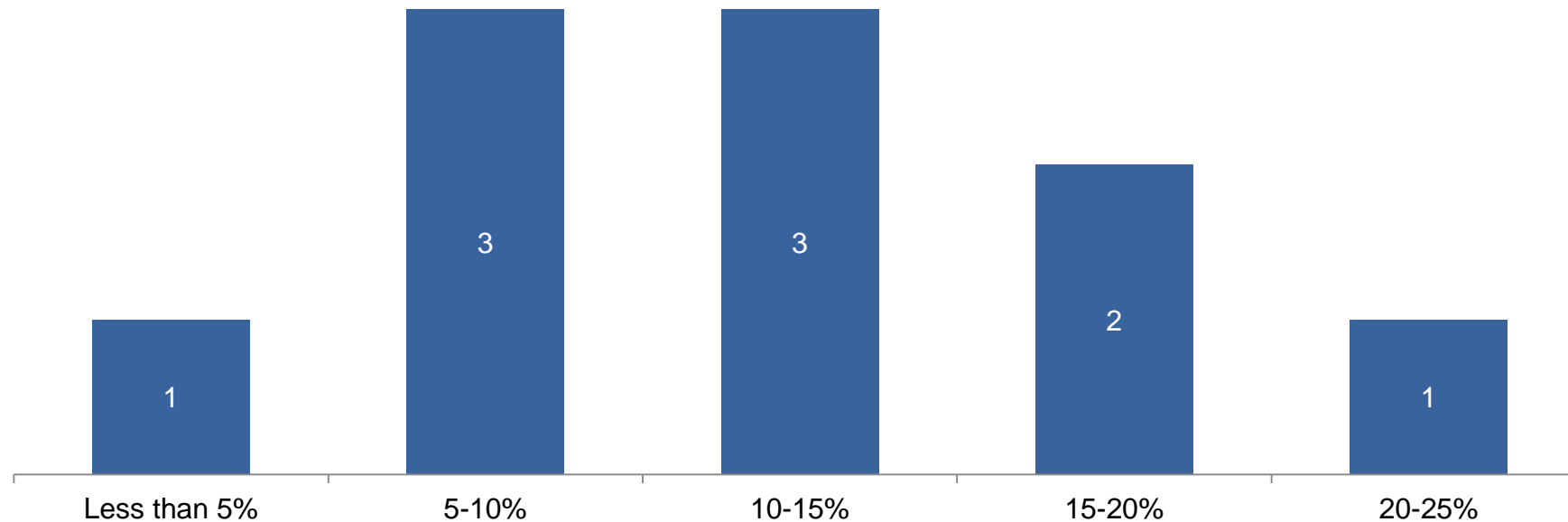


The Head's View: Should a Head of School have 'fundraising' in their job description?



- ▶ Fundraising allows a school to develop more quickly for the benefit of the whole community so the Head should oversee it.
- ▶ It is a key function.
- ▶ For the financial health of the school and to enable the Head to provide the best resources i.e. the best education .
- ▶ It is an increasingly important part of the income stream of an independent school and it is the Head who potential donors want to meet/hear from.
- ▶ Some aspects no-one else can do with same impact .
- ▶ Widening gap between needs and fees-sourced funding.
- ▶ Without it, many schools will not be able to develop their facilities or support their pupils in the future.
- ▶ Schools need additional funding beyond what can be raised through fees in order to provide the best opportunities for their pupils - and there are people out there prepared to help financially.

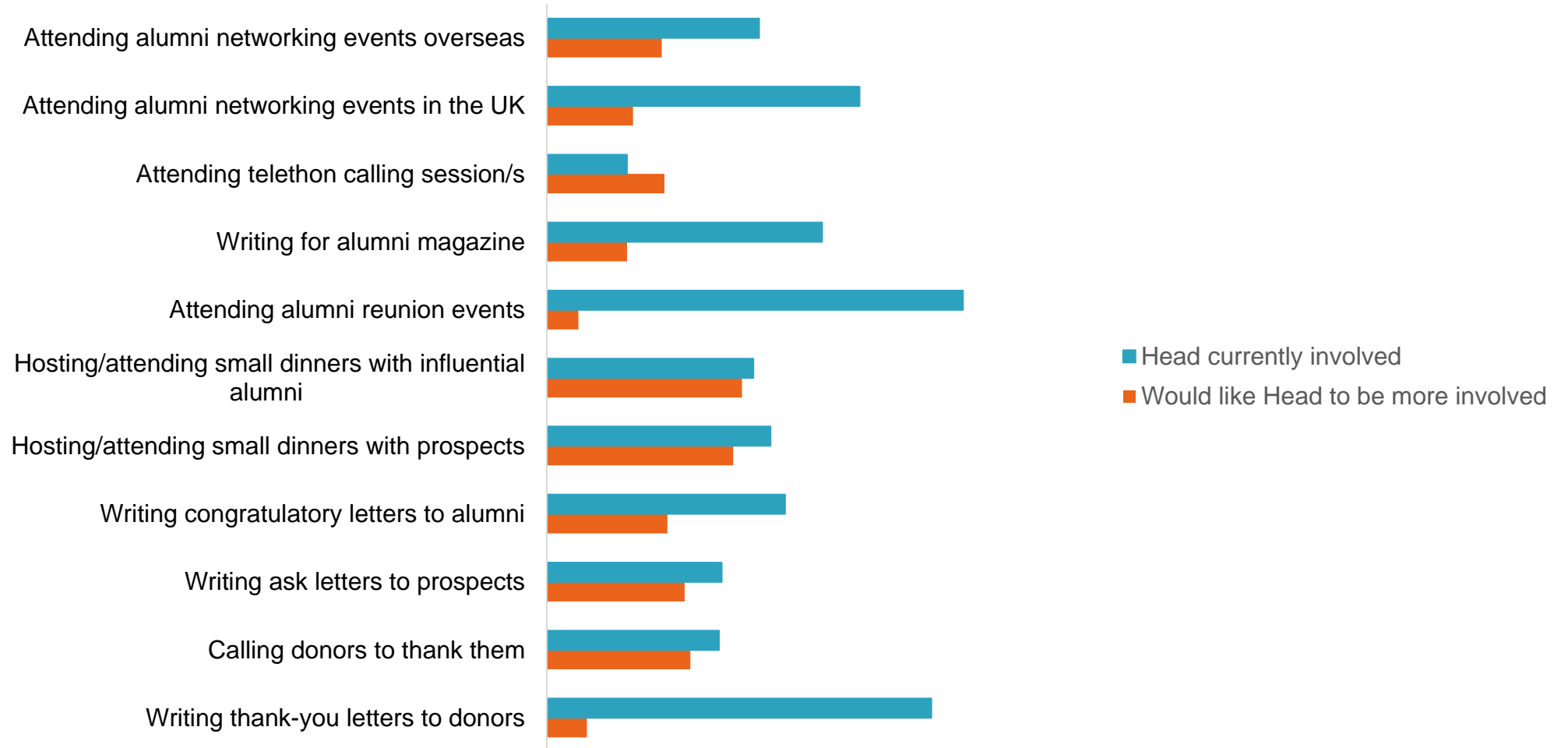
The Head's View: What percentage of time do you think a Head of School should dedicate to Development?



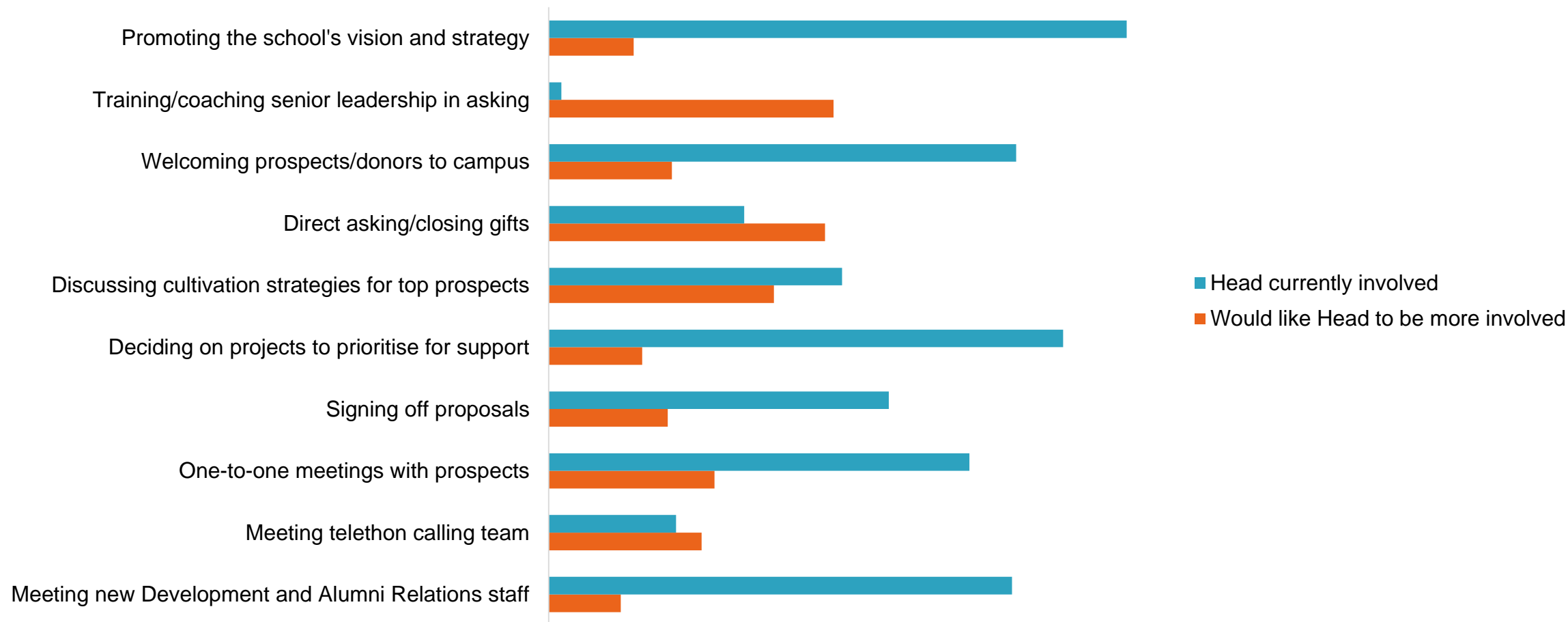
The Head's View: The most important qualities a Head needs for fundraising.



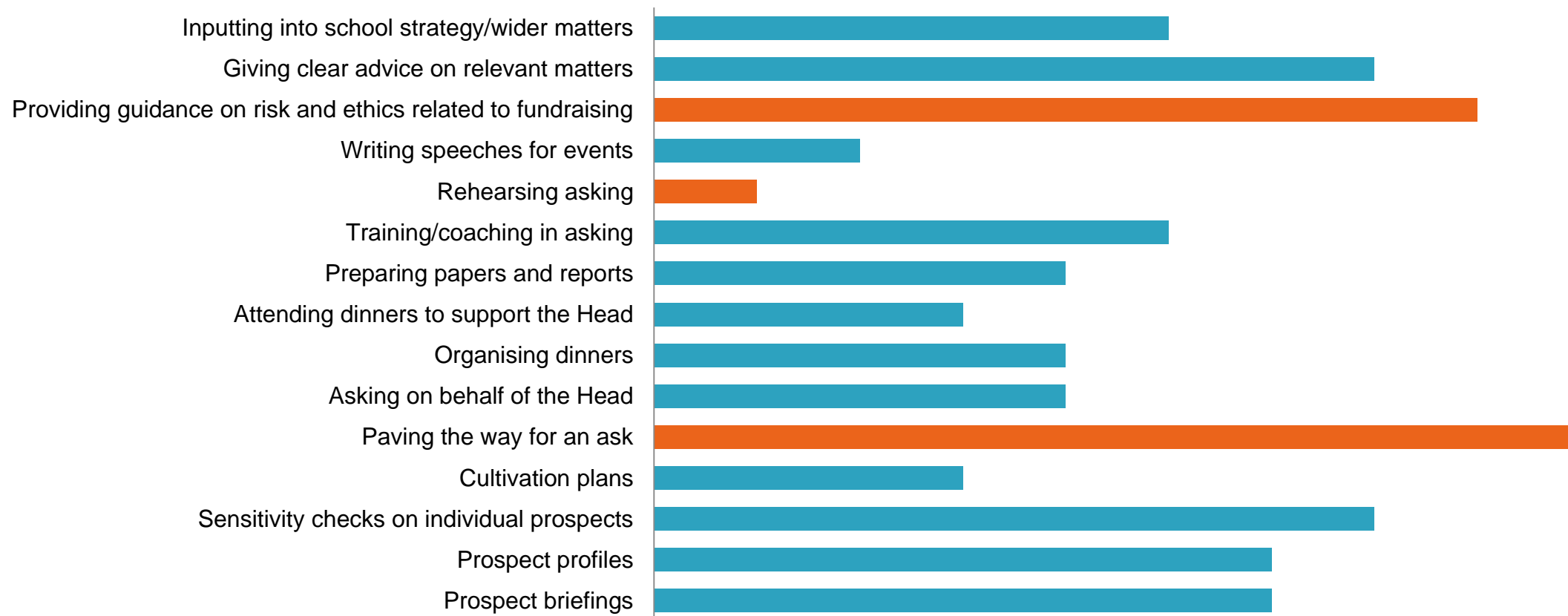
The Director's View: Areas of involvement from the Head



The Director's View: Areas of involvement from the Head



The Head's View: The most important types of support a Head needs from their Development Director/team?



The Director's View: The most important types of support a Director of Development/team gives to the Head of School?



Our View: Thoughts from Lord Wandsworth College



Questions?



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