

# Business Development Workshop

for North East 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 challenge 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**

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*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**

**Supported by the  
North East Care Alliances**

## About Computer Gym

Founded in 1992, **Computer Gym** was the world's first mobile computer-based learning enterprise. Today it is one of the largest NVQ work-based training providers in the country. Its regional base in the North East offers a range of funded and flexible learning solutions for employers, with the health & social care sector being a priority within their Train to Gain programme offer.

**Computer Gym** is using a series of Business Development Workshops to support employers who are being challenged by the need to change and adapt if they are survive in the longer term.

"Developing Growth & Opportunity" is the result of a partnership between Computer Gym and **KPI Development Ltd**, a specialist consultancy for the social care sector with a wealth of business support experience.

## 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 DATE for NORTH EAST REGION – Tuesday, 29<sup>th</sup> June 2010**

**VENUE - St James' Park, Newcastle Upon Tyne**

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

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## 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:

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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.
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2. We will arrange for an independent Train to Gain skills broker to visit and complete the Leadership & Management grant application form.
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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.
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4. We will request from you final payment for the Workshop by cheque, or BACS, 10 days before the date you are attending.
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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.

Express Your Interest

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graph TD; A[Express Your Interest] --> B[Grant Application]; B --> C[Register Your Workshop Place]; C --> D[Final Payment]; D --> E[Receipt of Leadership & Management Grant];
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Grant Application

Register Your  
Workshop Place

Final Payment

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** working in partnership with **Computer Gym (UK) Ltd**

Head Office: 113 George Lane, South Woodford, London E18 1AB

Visit our website at [www.kpidevelopment.co.uk](http://www.kpidevelopment.co.uk)

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