

IDPE NEWS BULLETIN No.91

14 April 2008

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1. IDPE Events

i) IDPE SPRING SEMINAR – TUESDAY 22 APRIL 2008 EDINBURGH ACADEMY

BIG DONATIONS FROM BIG DONORS

things you need to know about how to research and ask for major gifts

Sue Marsden of Professional Fundraising Consultancy, who has over thirty years experience of working with schools and arts associations, will lead a training day teaching practical tactics for the process of asking for major gifts, including ideas on research through to structuring the meeting. Whether you are just starting out a development programme or an experienced professional who needs to refocus or refresh skills this course will help.

The programme for the day is as follows:-

10.00	Coffee, registration, welcome and introductions
10.30	- How much time should you be spending on major donors? - Where are they, who are they and how do you find out about them?
11.30	Coffee break
11.45	- What motivates a major donor to support your school? - How to build relationships with major donors
12.45	An optional tour of the New Science Centre, Capital Campaign project
13.15	Lunch
14.15	- Can you do the asking? - How do you ask?
15.15	Summing up and closing comments

The seminar fee is £55.00 for IDPE members and £80.00 for non-members. To book your place please contact Anne Marie Perkins seminar@idpe.org.uk or Tel: 01204 880453.

ii) 2008 IDPE ANNUAL CONFERENCE, EXHIBITION AND AGM

****BOOK NOW BEFORE WE SELL OUT!****

Bookings are going really well for this year's Conference, it's going to be the best attended conference to date. You need to get your booking form in fast to avoid disappointment.

The Seventh IDPE Annual Conference, Exhibition and AGM will be held on the 5 and 6 June 2008 at the Holiday Inn Hotel, Elstree/Borehamwood. All members should have received a copy of the Conference leaflet and booking form, if not please email conference@idpe.org.uk to reserve your place.

For more information on the Conference, please either visit the IDPE website at www.idpe.org.uk and click on the Training button or follow this link http://www.idpe.org.uk/index.php?option=com_content&task=view&id=36&Itemid=29

Please direct all Conference enquiries to Anne Marie Perkins conference@idpe.org.uk.

iii) IDPE GOLFING DAY

Attention Golfers!

The trophy may not be a green jacket and Elstree might not be Augusta but otherwise there are many similarities between the IDPE Challenge and the US Masters! Places are still available.

Tee-time 1pm Wednesday 4th June. Open to all (maximum handicap for men 28 and for ladies 36). Competitors will be at the Conference Hotel in time for the pre-Conference dinner. Players of all standards and all IDPE regions welcome. For further details contact Guy Ranford (GRanford@bcschool.org or 01442 358112) or Nick Priestnall (np@millhill.org.uk or 020 8906 7925).

3. Regional Groups

i) LONDON SOUTH EAST

All LSE Region members attending the Conference will be contacted about a short get together during Conference; please look out for the notice or make contact with Guy Ranford or Nick Priestnall at the hotel.

The next LSE Region meeting will be at 1pm on 1st October at Forest School, courtesy of Sue Coates. There will be another LSE meeting towards the end of the autumn term. Enquiries for the LSE Region should be directed to Nick Priestnall nickpriestnall@millhill.org.uk in the first instance, or Guy Ranford from Berkhamsted Collegiate granford@bcschool.org

ii) SOUTH WEST

The next SW regional meeting will be at Downside, where Jane Vines has recently been appointed Development Director, on Friday 18th April 2008. Anyone interested in joining the Group for the day from the South West or any other region, please contact Clare Anning.

If you have query please contact Clare Anning at The Red Maids' School
c_anning@redmaids.bristol.sch.uk

iii) NORTH WEST

Please make a note in your diary that the next NW IDPE meeting will take place at Stonyhurst College on Tuesday 29th April. Mark Leslie has kindly agreed to host the event. Please let Viv know by April 18th if you would like to attend. The format will be the usual lunch and networking on arrival. Sue Marsden will be the guest speaker.

You can contact Viv Davenport on davenportv@westholmeschool.com or 01254 506070.

iv) NORTH EAST

The next meeting of the NE region to be agreed and announced.

In the meantime, if you have an enquiry please contact Peter Yorke, Development Officer, Sedbergh School, devoffice@sedberghschool.org or Tel: 015396 22228

v) WEST MIDLANDS

West Midlands Regional Meeting to be held at Wrekin College, Wellington, Shropshire TF1 3BH on Tuesday, 22nd April. Coffee served at 10am, meeting starts at 10.30am followed by lunch.

Enquiries to Serena Kyle at Wrekin College at serenak@wrekincollege.ac.uk or telephone 01952 265609.

iv) SCOTLAND

The next meeting of the Scottish Group will combine with the IDPE Spring Seminar/training day at The Edinburgh Academy (courtesy of Lorna Duncan) on Tuesday 22 April. Please refer to item 2(iii) above for details and costs.

General enquiries for the Scottish region to Mr John Lang, Development Director at Fettes College, Tel 0131 311 6743 or email J.C.Lang@fettes.com

vii) EAST

The next meeting of the East Region will be held on Tuesday 15 April kindly hosted by Tony Bannard-Smith at Bedford School. Arrival 10-10.30am with lunch at 1pm and meeting close at 3pm.

Two speakers have been confirmed for the meeting, Andy Martin from everyclick.com who will be talking about their search engine that generates funds for charity and how Rugby School pupils have adopted it; and also Rosemary Smith, Director of Opt-4, who has kindly agreed to

come and talk about data protection issues, which we hope will be useful advice on how we look after our alumni records.

Please also consider if you would be able to host the November meeting – we do ask that all members take a turn in hosting the meeting, which spreads the cost of catering for everyone.

If you have any queries or wish to make contact with your Regional Co-ordinator please contact Georgina Hare of Rugby School on Tel 01788 556139 or email gsh@rugbyschool.net

viii) **SOUTH**

Details of the next meeting of the South Region will be sent to all members and posted on the website and e-bulletin in the near future.

For all matters relating to the South regional meetings please contact Richard Love, Development Director, Epsom College Development Trust Tel: 01372 821290/821042 or email r-love@epsomcollege.org.uk

4. Vacancies

i) **UNIVERSITY OF CAMBRIDGE – HEAD OF ALUMNI RELATIONS**

Attractive salary and benefits. For further information please contact Chris Murphy at Richmond Associates: 020 8392 6654, or cmurphy@richmond-associates.com or visit www.richmond-associates.com.

The closing date for applications is Friday 16 May 2008.

To view the full advert on the IDPE website please visit www.idpe.org.uk and click on Development Vacancies

ii) **UNIVERSITY OF OXFORD – HEAD OF DEVELOPMENT, SPORT**

Attractive salary and benefits. For further information please contact Chris Murphy at Richmond Associates: 020 8392 6654, or cmurphy@richmond-associates.com or visit www.richmond-associates.com.

The closing date for applications is Monday 21 April 2008.

To view the full advert on the IDPE website please visit www.idpe.org.uk and click on Development Vacancies

iii) **NORTH LONDON COLLEGIATE SCHOOL – ALUMNAE & DEVELOPMENT OFFICER**

For further information and a job description please contact Mrs Lynn Roberts, PA to the Bursar, on 020 8951 6443. Details of the post also available on the school's website www.nlcs.org.uk. Unfortunately the school are unable to accept applications by email.

To view the full advert on the IDPE website please visit www.idpe.org.uk and click on Development Vacancies

iv) **WELLINGTON COLLEGE – DEVELOPMENT OFFICER**

A full job description is posted on the Wellington College web site. CV and cover letter to Edward Schneider, Wellington College, Crowthorne, Berkshire, RG45 7PU. Closing date for applications Wednesday 23 April.

v) **UNIVERSITY OF WITWATERSRAND – SOUTH AFRICA DIRECTOR - DEVELOPMENT & FUNDRAISING OFFICE**

Based Johannesburg. The closing date for applications is May 23. International candidates' interviews will be held in London (UK) on June 20.

For informal discussion contact Julian Smyth of ASK Associates, Tel: 01494 447115 or 07798 826105. Further details and a job description are available from Mr Smyth. Interested parties should apply with a covering letter and full CV (preferably by email) to: Julian Smyth, ASK Associates, 76a Carrington Road, High Wycombe, HP12 3HT, UK. Email: julian@ask.org.uk

vi) **CHELTENHAM LADIES' COLLEGE – DEVELOPMENT OFFICER**

Maternity cover 9 months to start June 2008. Salary £17,500-£20,500 depending on experience. Further details can be obtained from the Human Resources Department or from the school website. Telephone: (01242) 707306 Fax: (01242) 227882 e-mail: hr@cheltladiescollege.org Closing date for applications: Friday 22 April 2008. Interviews will be held on 29 April 2008

vii) **BOLTON SCHOOL – DIRECTOR OF EXTERNAL RELATIONS**

Highly competitive remuneration package.. To receive further details, email the School's development advisor Margaret Abbott of ASK Associates at margaret@abbott.org.uk or ring 01494 870235. Applications are welcome up to 30 April 2008 with interviews taking place in mid May.

viii) **UNIVERSITY OF BUCKINGHAM – DEVELOPMENT DIRECTOR**

Highly competitive salary and benefits package. The closing date for applications is 1st May with interviews being held on 12th/13th May. For informal discussion contact Julian Smyth of ASK Associates, Tel: 01494 447115 or 07798 826105. Further details and a job description are available from Mr Smyth. Interested parties should apply with a covering letter and full CV (preferably by email) to: Julian Smyth, ASK Associates, 76a Carrington Road, High Wycombe, HP12 3HT, UK. Email: julian@ask.org.uk

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