

IDPE NEWS BULLETIN

07 October 2008

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1. Membership Services

i) IDPE EDITORIAL COMMITTEE / REQUEST FOR HELP

If anyone would like to join the new IDPE Editorial Committee, please contact Jenny Cornell jcornell@lrqs.org.uk 01524 580608 or Lesley Humphreys lesleyhumphreys@millfieldschool.com 01458 444198. Ideally we would like to have one representative from each region. The purpose of the Committee is to plan the content of future IDPE newsletters and to identify appropriate Development Directors (and Governors/Heads) to write the articles. There would be no requirement to attend any formal meetings, just liaison via email and phone.

ii) IDPE ACCOUNTS OFFICE

Would members please note that Anne Marie has handed over her role as bookkeeper to Howard Culley, the Finance Officer, and Howard is now dealing with all aspects of IDPE's accounts, including issuing invoices.

Payments and Remittance Advices should no longer be sent to the IDPE Registered Address in London but directed to the Accounts Office at:

Orchard House
Bowsden
Berwick-upon-Tweed
TD15 2TW
T: 01289 388874/388920
F: 01289 388920
E: accounts@idpe.org.uk

2. IDPE Events

i) IDPE SEMINAR – BUILDING YOUR MAJOR DONOR PROGRAMME

Annual seminar to be held on Wednesday afternoon 05 November 2008 at the Blandford Club, 71 Blandford Street, (just off Baker Street), London W1U 8AB.

The windfall legacy or the fabulously generous philanthropist billionaire might come along from time to time, but for most of us, our major donor programme will be a consistently applied process borne out of a deliberate strategy incorporating research, a strong case for support and a plan which allows us to get close enough to ask the big question. This seminar will focus on these elements and consider how we might strengthen our own major donor strategy and enable us to manage this programme effectively.

12.15	Registration and Lunch Welcome and Introductions	
1.15pm	Identification of Prospects How to identify those who may be your major donors and build a useful profile to help support an approach for a gift.	Andrew Thomas Director, Prospecting for Gold
2.15pm	Case for Support How to use your case for support to reach major prospects and develop	Katherine Precht Development Director American School in London

	your major donor programme.	
3.15pm	Coffee Break	
3.45pm	Reaching Your Prospect How to use the research and case for support to create an opportunity to engage a prospect and then progress towards making an ask.	Bridget Havard Director of External Communications Queenswood
4.45pm	Q&A	Andrew Thomas, Katherine Precht, Bridget Havard
5.30pm	End	

Please note that the programme is a guide and timings may vary slightly to allow discussion throughout. We reserve the right to amend the programme as necessary.

The seminar fee is **£55.00** for IDPE members and **£80.00** for non-members.

To reserve your place please contact Anne Marie Perkins, IDPE Secretariat Administrator on Tel: 0845 299 8851 or email seminar@idpe.org.uk

ii) **INAUGURAL IDPE CHAIRMAN'S DINNER**

Wednesday 5 November 2008 at 6.30pm
The Blandford Club
71 Blandford Street, London W1U 8AB (just off Baker Street)
£38 per head – including wine

All members are cordially invited to attend this inaugural IDPE dinner and enjoy the opportunity to meet up with colleagues in a relaxed atmosphere.

On this occasion the dinner will follow the Seminar which is being held at the Club during that afternoon. Members can attend both the seminar and the dinner, just the seminar or come along in the evening just for the dinner - it is up to you!

Dinner RSVP by no later than Wednesday 29 October to:

Anne Marie Perkins info@idpe.org.uk
or Ian McLean irm@lancing.org.uk

3. Regional Groups

i) **LONDON SOUTH EAST**

The LSE group had an excellent, informative and enjoyable meeting on Wednesday 1st October at Forest School. The main topic was maximising the internet in alumni relations. Two excellent presentations were given by Eibhlin Morley, Alumni Relations Manager Royal Holloway University of London and Daniel Watts of Aluminati. Eibhlin gave an overview of the social and business networking sites and then detail on Facebook and LinkedIn, working live on her own profiles and sites. Daniel talked about the principles and value of the "email for life" concept and demonstrated where it is being used effectively by leading institutions at tertiary level (University of Cambridge, UCL etc). These presentations generated interesting debate. After a short break the group resumed to cover a number of other subjects. There was some discussion about tax efficient giving from overseas with USA, Canada, Honk Kong and Australia all mentioned. There was also a few minutes general discussion about how the tough economic climate might affect fundraising and how we should react. There were 13 attendees. Many thanks to Sue Coates and Forest School, who hosted the meeting, providing excellent refreshments and a lovely venue.

The LSE group will meet again in the spring term; details TBC. In the meantime enquiries 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 meeting of the South West regional group will take place on Thursday 09 October at Taunton School. Full details will be sent shortly to members. The main subject of the meeting will be databases to include a presentation from InTouch Software.

If you would like to attend or if you have a query please contact Clare Anning at The Red Maids' School c_anning@redmaids.bristol.sch.uk

iii) **NORTH WEST**

A meeting of the NW regional group took place on Thursday 18 September at Westholme School, Blackburn. Details of the next meeting will be released shortly.

In the meantime you can contact Viv Davenport on 01254 506070 or davenportv@westholmeschool.com.

iv) **NORTH EAST**

Please note the date of the next North East meeting has changed from that previously advertised. It will now take place on **Monday 17 November** at Aysgarth School.

The agenda will include consideration of:

1. The part that parents, current and former, can play in supporting a school.
2. Events and their role in fundraising

Enquiries please to Peter Yorke, Development Officer, Sedbergh School, devoffice@sedberghschool.org or Tel: 015396 22228

v) **WEST MIDLANDS**

The next meeting of the West Midlands region will be held on Tuesday, 25th November at Wrekin College, Wellington, Shropshire. Coffee will be served from 9.30am, with the meeting starting at 10.00am. Lunch will be at 12.30pm and the meeting should finish at about 3.00pm. There will be a small charge of £5 per head for lunch.

A map and directions will be sent nearer the time. If anyone has any items that they would like to include on the Agenda, please let Serena know. Please contact Serena to let her know if you can attend the meeting.

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

iv) **SCOTLAND**

Scotland attracted a good turnout of 21 members to their meeting on 24 September at Loretto School. Many thanks to Patricia Cockburn for such excellent organisation (including the involvement of her new Headmaster and 2 of her Governors) and to everyone for their frank input to the discussions. A summary of the meeting can be found on the IDPE website www.idpe.org.uk in the Regional Networks section.

Next regional meeting. Roddy Baird has very kindly offered to host the next meeting at Kilgraston School. A date of Wednesday 21 January 2009 is proposed, by when our institutions will be up and running for the Spring term. The usual start time of 10.00am. Please mark your diaries!

If you have an enquiry for the Scottish region please contact Mr John Lang, Development Director at Fettes College, Tel 0131 311 6743 or email JC.Lang@fettes.com

vii) **EAST**

The next meeting of the East Region will take place on Tuesday 25 November at Repton School. Full details and agenda to be circulated nearer the time.

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**

The next meeting of South Region to be announced shortly and details sent through to members.

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 love@epsomcollege.org.uk

4. Other Events/Offers

(The inclusion of the following adverts for products and services does not imply any endorsement on behalf of IDPE.)

i) **Starting Independent Branches and Forging Partnerships Abroad**

One day conference to be held on Saturday 11 October at Wellington College, Berkshire. Email conferences@wellingtoncollege.org.uk or call the college on 01344 751746 for more information or to book your place.

6. Vacancies

i) **MORRISON'S ACADEMY – DIRECTOR OF DEVELOPMENT AND ALUMNI RELATIONS**

Highly competitive salary package. New post. For information and an application pack please phone Ms Morag Whyte on 01764 653885 or email vacancies@morrisonacademy.org

The closing date for applications is Friday **24 October**

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

ii) **BOLTON SCHOOL – DIRECTOR OF DEVELOPMENT**

Salary c. £70,000. For an information pack please call Sue Anderson on 020 7520 2212 or email Natasha@crsearchandselection.com or visit www.crsearchandselection.com/boltonschool

The closing date for applications is **09 October**.

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

iii) **ST LEONARDS-MAYFIELD SCHOOL – WEBSITE & ALUMNAE COORDINATOR**

Salary: c. £19,000. For further information contact Karen Bowles, enquiry@mayfieldgirls.org 01435 874600 Address: The Old Palace, Mayfield, East Sussex TN20 6PH. Closing date for applications Monday 6 October 2008

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