

IDPE NEWS BULLETIN

11 November 2008

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1. IDPE Events

i) REPORT ON IDPE SEMINAR – 04 NOVEMBER

‘BUILDING YOUR MAJOR DONOR PROGRAMME’ The CV of Major Gift Campaigning

In the current difficult economic times the recent IDPE Seminar held on 4th November was stimulating and full of valuable ideas for schools' Major Gift programmes. Forty five members and guests gathered at the quaint 'Blandford Club' in London and heard Andrew Thomas from 'Prospecting for Gold', Katherine Precht from the American School in London and Bridget Havard from Queenswood School set out the process of research and identification of major donor prospects, the development of a Case for Support and how to phase the leadership or quiet phase approaches. Bridget gave an insight into the process of how to engage with major potential donors, cultivating the prospect, and preparing for the 'asks' and then the solicitation.

There was good advice on best practice in poor economic times with the emphasis being on the process of relationship building and remaining sensitive to donors' circumstances. The proven philanthropists are likely to continue to make this a priority in their lives.

There were many excellent tips provided to members on this vital aspect of our development programmes and it certainly maintained the very high standard of recent IDPE seminars.

The day was interspersed with ample time for members to enjoy informal discussion with each other and the day concluded with the first annual dinner. Twenty members attended the dinner in the private club dining room; a relaxed and enjoyable evening of sharing 'development experiences.'

Special thanks are extended to the guest presenters and to trustees, Nick Priestnall and Frances Loughrey for arranging the day.

3. Regional Groups

i) LONDON SOUTH EAST

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

Details of the next meeting of the South West regional group to be announced shortly. Queries in the meantime to be directed to Clare Anning at The Red Maids' School c_anning@redmaids.bristol.sch.uk

iii) NORTH WEST

The North West region will be meeting for Christmas Lunch at the Dining Room Restaurant, Rawtenstall, Lancashire at 12:30 on the 10th December. You can find details and directions at <http://www.thediningroomrestaurant.co.uk/> Please could you let Yvonne Herrick at Westholme know by Friday 14th November if you wish to attend, T: 01254 506070 E: herricky@westhomeschool.com

Details of the next meeting of the NW region to be held in the New Year will be posted 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. The meeting will 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.

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

iv) **SCOTLAND**

Roddy Baird has very kindly offered to host the next regional meeting at Kilgraston School. A date of Wednesday 21 January 2009 is proposed, by when the Scottish 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 MIDLANDS**

Change of Regional Chair

Georgina Hare is stepping down from the role of East Midlands Regional Chair following the group's next meeting in January. I would like to take this opportunity on behalf of the IDPE board and members to thank Georgina for the hard work she has put into the region. I am delighted to announce that Graham Papenfus of Ipswich school has volunteered to take over the role. Graham is known to many members of the IDPE through his work as a former Chairman of the Board of Trustees. Graham brings a wealth of experience to the role and has been a keen supporter of the regional network and mentoring programme.

Joanna Lavelle

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**

Minutes of the South Region Meeting held on 07 October at The Hawthorns School can be viewed on the IDPE website. *Choose Regional Networks, South, then click on the South Region Meeting Details.*

Subjects on the Agenda included:

- Create a case for inviting Heads, Governors and Bursars to the next IDPE Southern meeting
- How to work our way through a recession? A practical session covering all aspects of development;
- alumni relations, event management, fundraising, Legacy programmes etc.
- Public benefit and the role that development plays
- Bursaries

- Regional meetings or national seminars? What do you want and where?

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 rlove@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) **ASK ASSOCIATES' SEMINARS**

Details of the full series of seminars or to book online visit www.ask.org.uk/seminars The first three in the series are listed below. If you have any questions, contact Julian Smyth at julian@ask.org.uk or on 01494 447115.

Tues 02 Dec 2008	The Development Office: How to start, structure and sustain
Wed 14 Jan 2009	Choosing employees: how to be a good interviewer
Thu 05 Feb 2009	Current Trends in Alumni Relations

All seminars take place at Chartridge Conference Centre, nr Chesham, Bucks. The fee per seminar is £249 which includes all refreshments and lunch, a full delegate pack and speakers' notes. A discount is available for multiple delegates from the same institution - £450 for two delegates or £645 for three delegates. Registration is at 9.30am for a 10.00am start and the seminars are normally finished by 4.00pm.

6. Vacancies

i) **IDPE – BUSINESS MANAGER**

The IDPE is seeking to appoint a Business Manager to grow and coordinate its activities and relationships with current and future members.

For additional information regarding the role please contact Ian McLean, Chairman of the IDPE, by email: irm@lancing.org.uk. Please submit your application in writing, outlining your experience and suitability for the position, together with a full and current CV and the details of at least two referees, by Friday 14 November to: Mr Ian McLean, Chairman of the IDPE, Lancing College, Lancing, West Sussex, BN15 0RW

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

ii) **LEYSIN AMERICAN SCHOOL IN SWITZERLAND – DIRECTOR OF DEVELOPMENT**

Attractive salary and excellent benefits. Closing date for applications: 21 November 2009.

To find out more please contact the School's development advisor Margaret Abbott, ASK Associates by email at Margaret@abbott.org.uk or ring 01494 870 235. Interested applicants should forward by email a CV and cover letter to Mrs Abbott. Further details of the school can be found at www.las.ch

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