

## GOVERNORS' ANNUAL BRIEFING: 14 & 15 MAY 2024

The webinar will be delivered live on two occasions by Mungo Dunnett and Charles Gillow.

Mungo has become established as the most forensic and strategically insightful critic of the schools sector, and of individual schools' commercial performance. He is also amongst the best-regarded speakers in the sector. In the last three years his various webinars analysing the rapid changes in the sector have been attended by over 1,500 people.

Charles is a school governor, chairing a Governance and Compliance Committee, and has broad experience as a governor of two schools and bursar in two other schools. Since 2020 he has assisted schools, and their governors, with the handling of complaints, governance challenges, senior staff appraisals and strategic reviews, and he has worked with Mungo on projects to assess schools' positions in their markets.

### Synopsis

The independent school sector has shifted from a period of relative stability into a time of major financial and political challenges, difficult demographics and market changes.

This session is an update upon the Governors' Briefing Webinar which sold out on separate occasions in summer 2023. It will review the range of issues currently facing governors in their roles as trustees and directors, drawing on examples of good (and bad) practice in governance across the sector, and highlighting practical issues in the wider context of good governance.

### Agenda

The webinar will consider the following issues:

- *The Market*: why parents choose independent schools and what pressures they face. The critical consideration – your actual parent types: the main parent types in the independent school sector, and what they expect from your schools.
- *New ISI inspection framework*: the significant implications for governors – and the ambiguities surrounding this
- *Facing financial challenges*: TPS, VAT and MBRR; challenging the business model; driving efficiencies.
- *VAT and emerging patterns*: the link between school price point and your parents' exposure to VAT.
- *All change*: patterns of change in the sector, and what these mean for good governance.
- *Doing the unthinkable*: changing the model; charity mergers; transfer/sale to a group; joint ventures; success criteria; what typically happens in each instance, and how things often go wrong.
- *The role of governance*: quality of governance – what is agile, proactive and effective governance? Promoting the right culture.
- *Organising for success*: team working, skills and experience to set direction; alternative governance models and tailored plan-do-review cycles; evidence, internal audit, and assurance.
- *Governance and leadership*: the governors and the executive; challenges and opportunities; headship as leadership; providing support for, monitoring progress by, and holding to account, school leaders; managing difficult relationships
- *Local issues*: the role of good governance in handling local issues. Addressing risk in an uncertain world; complaints; crises; leading change; grasping the nettle.



## About these sessions

Mungo Dunnett Associates are the leading strategic research company working in the UK independent schools sector. We have carried out detailed strategic research projects to strengthen or reposition the model of 310 schools, or to assess their commercial strength and market attractiveness versus their nearest competitors; worked to steer or facilitate strategic debate for 72 sets of school governors, delivered 123 Inset talks, and, most importantly, carried out 40,000 in-depth qualitative interviews with parents, providing an unchallenged perspective on the strategic and commercial issues facing our independent schools. Our work is selective, and always led personally by Mungo Dunnett.

These webinars – and the masterclass sessions which preceded them – allow our enormous data set and practical experience of schools' strategic issues to be brought to bear on the various issues being faced by Britain's independent schools.

## Q&A opportunity

These webinars are structured as lectures, although delegates are invited to ask questions via the Chat function. Mungo and Charles are happy to stay online after the 60 minute webinar to address these. Note that Chat questions, if sent solely to Mungo rather to everyone, will be addressed **without identifying the person or school involved**, thus preserving your own anonymity.

In previous webinars this has been an important aspect of the session. Delegates may wish to diarise a further 15 minutes after the 60 minute lecture in order to benefit from the Q&A aspect.

## Two opportunities

To enable convenient participation, the same webinar will be delivered live on two separate occasions:

- Tuesday 14 May, 6.00 – 7.00pm
- Wednesday 15 May, 2.00 – 3.00pm

## Delegates

This session is intended for Governors and Clerks to the Governors at independent schools of all type.

## Call etiquette

Each webinar is limited to 25 delegates.

To avoid distraction and bandwidth issues please note that all participants will automatically be muted, and have their camera disabled, for the duration of the talk.

Delegates will be given a Zoom login, and will be admitted individually into the meeting by the administrator.

## Booking details

Delegate places are charged at **£240** each (inc. VAT). As these webinars invariably sell out, there is a limit of two delegates per school. Schools are asked to make their bookings as soon as they are able.

Bookings and enquiries for your preferred date should be directed to:

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