



Summer Conference 2024 – bios, photos and overviews

AM Keynote - Make the Boat go Faster

The session will cover mental wellbeing and sustained performance. Why do strong people break under pressure?

Plus you will learn:

- Key lessons learned from coaching the England Wheelchair Rugby League squad to become World Champions
- The importance of Mind Set in terms of personal and business results.
- The power of Self Talk i.e. its impact on self and others?
- The power of a unique 149 culture and mind-set ...it's called the 149effect[®] and why we must celebrate all the wins.
- How to manage your stress response. Staying calm under pressure
- Imposter syndrome and how to combat it

Steve Head



Steve Head is an international speaker, trainer, and performance coach to the England Wheelchair Rugby League World Champions.

Over the past 22 years Steve has delivered over 2500 sessions in the UK and Europe to help organisations, teams and individuals deliver sustained personal, team and business success, and is now one of the most sought-after speakers.

Steve is known by his clients as a dynamic speaker, with practical ideas that simply work.

Audiences will experience a fast paced interactive and practical session. address the various emotional, practical and psychological challenges that will help you, PAUSE, THINK, AND TAKE CONTROL.

AM Workshops

Renewable energy, options and cost implications for Net Zero Success – Bryan McCourt, Zenergi

Bryan will summarise ways for schools looking to optimise their energy efficiency to drive down costs. From electric vehicle charging, to LED lighting and solar PV, Bryan will talk you through the numbers to illustrate the savings that can be achieved and showcase some examples of schools that have benefitted from Zenergi's work. You'll leave armed with the information you need to take your business cases to the SLT and prepare for an energy efficient and decarbonised future. It's a session not to be missed, and will also feature a



handy quick wins highlight, with essential tips you can take back to school to make immediate energy and cost savings.

Bryan McCourt



Bryan is an Energy Solutions Consultant for Zenergi and works specifically with the Education sector helping Multi Academy Trusts, Independent Schools, College's, Maintained Junior & Primary Academy's & Secondary schools achieve better budgets through smarter energy purchasing. Bryan has also helped schools and trusts secure hundreds of thousands of pounds worth of grant funding for Net Zero projects in the education estate.

Grant funding for schools - Loading the dice to boost your chances of success – Justin Smith

The major grant funders for schools, including the Lottery, Wolfson Foundation and Garfield Weston, all tell us the same thing. The reason many schools are unsuccessful in attracting funding is because they fail to address the elephant in the room; what difference will this project really make to your school and how can you prove it. This seminar tackles this issue head on and provides delegates with insight into what funders want and how you can propel your application to the top of the pile. Invaluable tips, easy wins and a spotlight shone on the common mistakes schools make.

Justin Smith



Following a career spent in private sector business development and marketing, Justin moved into the education sector over 20 years ago and has worked as a senior leader in 3 large secondary schools in East Anglia.

In 2017 Justin established his own business, Chameleon Consultancy and Training, designed to provide specialist marketing, income generation and bid writing services to the education sector.

A vastly experienced bid writer, Justin has secured over £8 million in additional income for schools, from a variety of sources including conventional grants and trust funds, commercial sponsorship and donations.

Justin is an assessor with Best Practice Network, assessing school leaders for the School Business Professional Apprenticeship and the Diploma in School Business Management.

Justin was awarded the Guardian/ISBL Marketing Award in 2015 and is a Fellow of the Institute of School Business Leadership.



Making the 1% difference – how the small things can make a huge difference to you and your colleagues – Steve Head

How the small things can have a huge impact on you and your colleagues.

The Workshop will be a continuation from the Keynote.

Building on the tools from that Steve will share how to create a great place to work.

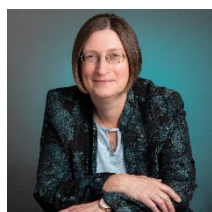
How do we create the best environment possible for maximum results?

- Know why we always become the way we ACT!
- How to improve productivity, positivity, and life satisfaction in just 2 minutes a day
- How to sustain a productive, motivated engaged workforce
- The power of positive reinforcement. Easy Peezy.....

PM Keynote – Jo Marchant – Authentic Leadership

There are many diverse strands to leadership so how do you identify what kind of leader you want to be? How do you link your leadership style with your personal values? And how do you allow others to hold you to account as a leader without losing your credibility? Jo Marchant, who holds a Master's degree in Leadership, will explore how you can be "authentic" in your leadership style and how to take the authentic "you" to work. She will encourage you to examine how your personal values influence your leadership values, and the impact these have on the people you lead. Come and be empowered!

Jo Marchant



Jo Marchant, author of "The School Premises Handbook", has had responsibility for estates management in schools for the last 14 years, most recently as Head of Estates at a multi-academy trust of 8 schools. She has an MBA and an MA Leadership and is a qualified health and safety officer. She is a Fellow of the Institute of School Business Leadership and serves on the steering group of The Trust Network for school estates professionals. Jo is passionate about developing estates staff to achieve their full potential and presents at national conferences on estates management as well as writing and delivering estates management training.

PM Workshops

Working smarter, not harder – Tackling the time thieves!– Justin Smith

Our working days in school are absolutely full on, rarely do we get the opportunity to stop, reflect and think differently. In this session Justin will suggest ways we can 'repurpose our time', taking a look at how we can best use our time – practical techniques and real-life examples that we can apply to our working day in school, helping us feel a little more in control of our day. This is a practical, fun session where we share the theory and then the practical solutions to common problems we all face.



The professionalism of school premises staff- Jo Marchant

With the launch of the Department of Education's Estate Management Competency Framework for premises staff in summer 2023, the focus is definitely on how the education sector can professionalise its premises staff. This workshop by Jo Marchant, author of *The School Premises Handbook*, will take you on a journey of how one multi-academy trust upskilled its premises staff and the impact that it had. This session will include practical solutions that you can implement at your school or trust.

Breaking down limiting Beliefs – June Brade, SAS

We have all had limiting beliefs at some time in our lives, such as; “I am not good enough”, “No one is interested in what I have to say” etc. Limiting beliefs are caused by several factors but they all stem from the same place: your brain’s desire to protect you from pain in the future.

In this workshop we look at our limiting beliefs and explore where they come from and how they hold us back in achieving goals and finding potential success.

Once we have recognised them, it is easier to let go of them and replace them with a new belief.

June Brade – SAS



As an accomplished therapist with over 15 years experience,

June specialises in managing anxiety and stress. She has worked for 8 years within the education sector, helping clients one-to-one or as part of a group session. Her qualifications include:

- Mindfulness Teacher
- Neuro Linguistic Programming Practitioner
- Coach ABNLP
- Psychotherapist MNCP
- Clinical Hypnotherapist DipHyp GHR

“If we do not look after our own well being this can have a detrimental effect on our level to cope in times of pressure, and when this pressure builds it turns to stress. Although stress and anxiety are not psychiatric illnesses, left unnoticed it can soon turn to depression etc. Having suffered myself in the past, through therapy I learned to manage my emotions, this inspired me to help others.



Chosen Charity

Ben's Den - Working together to create a brighter future for terminally ill children.

Ben's Den is a dedicated children's charity based in Ilkeston, Derbyshire, and set up in memory of Ben Parker, who sadly passed away in 2003 following a battle with leukaemia.

The aim of the charity is to support the families of children fighting leukaemia or cancer, by gifting them a free holiday and allowing them to spend much needed, quality family time together away from the overwhelming hospital environment.

<https://www.bensden.com>