



#NTE17

Going for Gold -
A Growth Mindset



For more information visit
premier-education.com | 01953 499040

#NTE17 - Going for Gold - A Growth Mindset

Welcome to the National Training Event 2017 – Going for Gold - A Growth Mindset...

Last year our NTE centred around growing the culture in your business and embedding our Core Values into everything that is done in it. It is warming to have seen and heard countless examples of these in action and the impact they have had on your schools, parents and teachers whom have witnessed what outstanding service looks like.

How often do business owners, (including myself), attend some training or a seminar after which the daily focus swings toward something totally different than it was before training?. This can be very confusing to staff and very distracting, you can almost hear the groans 'not something new again!'.

For this reason, this event is about BUILDING on last year. It's about using the CORE VALUES as a foundation to add bigger, stronger and thicker pillars to build your business upon, making it more robust in both the short and long term.

Going for Gold uses the principles and some very specific Core Values to help both you – AND the people within your business – to go to another level. Without these Core Values underpinning how you and your staff act and interact, your business immediately faces more barriers to a £1m turnover than businesses that have already embedded these behaviours.

Therefore it is important to recognise that 'Going for Gold – A Growth Mindset', includes your staff. No one person is going to be able to achieve this on their

own but with staff support, drive and empowerment – everyone here could do it.

This year we introduced our new Activity Professional online induction to help achieve this mindset and mentality nationally and hope the power of leverage becomes more apparent as we galvanise over 1,000 deliverers to the same message.

Centrally we ensure that we practice what we preach... our new business plan is committed to growing network revenue by £10m over the next two years and we are actively supporting franchisees to do this.

We are currently introducing nearly 100 new school leads per month into your businesses whilst simultaneously developing programming which will

be used beyond 2018. We don't want ceilings on the potential of people in the room and we ourselves have used a growth mindset to begin moving our central team to the next level. Already asking ourselves, 'Why just £10m?!'

As always, I am certain that you will learn from this event and that your business will benefit from it – but please take every opportunity to learn from each other too. You have committed two days to this, so maximise this point in time and use it as a springboard for many more memorable ones in the future.

Many Thanks,

**David Batch | Chief Executive,
Premier Education Group**

Thursday 16th February - Day 1

9.00 - 10.00	Registration and Networking	
10.00 - 10.30	Introduction	Steve Eastaugh
10.30 - 11.15	Keynote: Educational Landscape & Childhood Obesity - Your Duty	Yvonne Gandy
11.15 - 11.30	BREAK	
11.30 - 12.30	Group 1: Going For Gold - A Growth Mindset	Danny Melling / Frankie Worthington / Karl Fox
11.30 - 12.30	Group 2: Business Strategy	Roger Pemberton
12.30 - 13.15	LUNCH	
13.15 - 14.15	Group 1: Health & Wellbeing - Fun-Triton	Jo Stimpson / Karl Fox
13.15 - 14.15	Group 2: Know Your Customers - Strategic Leadership & Measuring Impact	Yvonne Gandy
14.15 - 14.25	BREAK	
14.25 - 15.15	Group 1: Product - Performing Arts	Eve Murphy / Rebecca Evers
14.25 - 15.15	Group 2: Financing Growth - Know Your Numbers	David Batch
15.15 - 15.30	BREAK	
15.30 - 16.00	Annual CQI Report	Andy Heald
16.00 - 16.45	Update On PEG Landscape	David Batch
16.45 - 17.30	Annual Awards & Drinks	Danny Melling / Frankie Worthington / Karl Fox
17.30	Close - Networking Drinks	Steve Eastaugh

Friday 17th February - Day 2

9.00 - 10.00	Arrival and Networking	
10.00 - 11.30	5 Steps to a Winning Mindset	Damian Hughes
11.30 - 11.45	BREAK	
11.45 - 12.30	CSL - Traineeships	David Smith
12.30 - 12.45	Bownet Sports	Mark Boterill
12.45 - 13.30	LUNCH	
13.30 - 15.00	Motivating Your Team	Damian Hughes
15.00 - 15.45	Stepping into Success	Danny Melling / Frankie Worthington / Karl Fox
15.45	Summary and Close	Steve Eastaugh

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