



FUTURE PROOFING COMMERCIAL SUCCESS

Wednesday, 4 November 2015
9.30am to 3.15pm
Pinsent Masons,
30 Crown Place, Earl Street,
London EC2A 4ES



Delegates interested in attending the **Young Leaders Awards** taking place in the evening, please call **Sara** on **0117 3005526** and quote **FPYLA** to get a discount on tickets.

MEETING THE RISING EXPECTATIONS OF THE COMMERCIAL SERVICES, THIS ONE-DAY CONFERENCE WILL HELP YOU PREPARE YOUR STRATEGY

◆ Who should attend:
Directors of Accommodation, Directors of Commercial Services, Estate and Facilities Management Directors, Catering and Conference Directors, and other Senior Managers within higher education

◆ Delegate fee: **£175 + VAT** (includes refreshments, lunch and conference materials)

This year's speakers include:

Professor David Russell, The Russell Partnership
Maddalaine Ansell, CEO, University Alliance
John Hogan, Registrar, Newcastle University
Steve Cannon, Executive Vice-President, The University of Hong Kong
Richard Maccabee, Director, University of London
Nick Hillman, Director of HEPI
Dr. Paul Marshall, University Partnerships Programme
Oliver Cock, Managing Director, Compass Group UK

The aim of the conference is to assist service operators to plan for changes ahead, to find out more about the political landscape and to give them the tools to produce a commercial strategy to ensure future success. **This conference will cover:**

- ◆ **The political landscape**
- ◆ **Commercial modelling**
- ◆ **State of the sector**
- ◆ **Role of private service providers in higher education**

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