



“Business Success with Summer Schools”
Exploring Commercial Acumen and Legal Diligence
Thursday 25 October 2018
Somerset House East Wing
King’s College
London
9.30am – 3.30 pm
CUBO Rate £315 + VAT
Non CUBO Rate : £393.75 + VAT

Why should you attend?

Summer Schools are often a key part of the commercial business plan for many Universities. However, they often have significant risks in terms of commerciality and legal diligence needs to be considered.

Who should attend?

This seminar is designed for managers and staff working in student accommodation and conferencing, and will focus on the key commercial and legal aspects of providing services to Summer Schools. The seminar will be of specific interest to those who are drawing up contracts and negotiating with Summer School organisers.

What will we get out of the day?

The sessions are as follows:-

- "An Overview of the Summer School Market" a special guest speaker with an in-depth knowledge of the market will be introduced by Jan Capper CEO of CUBO.

Hilary Crook will lead on the following sessions:-

- Contracting with Summer School Providers
- Credit history of Summer Schools
- Entry to the UK post Brexit
- Suing a course organiser who is based overseas
- Correct tax treatment for courses, especially the accommodation element.
- Exploring the risks when students have unsupervised leisure time at your University
- Legal themes that apply to U18s

How do we book on this course?

Visit www.universityhospitality.co.uk/seminars.

Alternatively, please contact Lynn Kenny at information@universityhospitality.co.uk or call 0114 222 8983 if you require an invoice.

Trainer



Hilary Crook. Hilary Crook, Solicitor, is the principal of Hatch Legal. Hilary advises clients on all aspects of commercial property law, and over the last 15 years has developed a special focus on clients in the HE sector. She has advised over 30 universities and colleges, and around half the business her firm does is for the HE sector. Her UHS seminars are informative, well-structured and clearly explained. Comments from previous years included:

'Very useful, first class presenter, keeps things simple and straightforward'

'Excellent presentation of material, seminar very informative and engaging at all times'

More information can be found at Very interesting, food for thought'

'As always, could listen to Hilary all day'

Hilary has been chosen as the winner of the Corporate Intl Magazine 2011 Global Award for 'Education Lawyer of the Year in the UK'.

The Venue

This training event will be held at Somerset House East Wing, Kings College, London.
<http://www.kcl.ac.uk/aboutkings/history/somersethouse.aspx>

The Timings

Registration will be from 9.30am with the seminar commencing promptly at 10.00 am. The training day will then conclude at 3.30 pm.