



## LEADING INSIGHTS SERIES

30 September 2009

4:30pm – 6:00pm  
followed by drinks & canapes

AIS Conference Centre  
Level 12, 99 York Street, Sydney

Commercial parking only.  
Close to Town Hall Station.

Principals, business managers  
and members of the school  
council in AIS member schools

There is no charge for this event.

**Closing Date: 16 September 09**

### JEFFERSON BURNETT

NAIS, Vice President for Government and Community Relations

### COREY MCINTYRE

NAIS Chief Financial Officer

30 September 2009

**Jefferson Burnett** has been at NAIS since 1992, where he leads the government and community relations office. He oversees its federal legislative, regulatory, and legal efforts, which involve assessing, developing, and shaping public policy, legislation, and regulations relevant to independent schools. In addition, he oversees NAIS's environmental and financial sustainability initiatives, serves on the leadership team of the NAIS Commission on Accreditation, is the staff liaison with the Board's Public Policy and Government Relations Committee, and works with NAIS's local, state, regional, national, and international independent school member associations on strategic partnerships.

**Corey McIntyre** is the Chief Financial Officer of the National Association of Independent Schools. In this capacity, he supervises the financial operations of the organization and designs and implements strategies to address short and long-term fiscal goals. He also serves as a liaison to business officers in independent schools.

### REMAINING FINANCIALLY SUSTAINABLE IN DIFFICULT TIMES

Unsteady global financial markets, changing demographics, and increased competition are creating a new reality for independent schools. While daunting, these challenges create numerous opportunities to manage more effectively a dynamic environment. This webinar will examine, from the perspective of U.S. independent schools, a variety of approaches and practical tips for staying ahead of the curve, such as working with your Board of Governors, assessing your school's sustainability profile, budgeting for flexibility in your multi-year financial plan, conducting market research, and developing messages to more effectively target prospective parents.

Following Jefferson's presentation from the US, Dr Geoff Newcombe will chair an open forum with members of the audience on the implications of the strategies outlined by our guest. It will be particularly interesting to explore the relationship between the American experience and the financial situation Australian independent schools are experiencing.



Independent Schools  
Leadership Centre



LEADING INSIGHTS

# REGISTRATION/TAX INVOICE

ABN 96 003 509 073

**PLEASE:**

Complete this form and either fax it to Cecilia Waites on (02) 9290 2274 or **email** at [courses@aisnsw.edu.au](mailto:courses@aisnsw.edu.au) asap

**Please print clearly**

## SCHOOL DATA

School Name: \_\_\_\_\_

School Address: \_\_\_\_\_

Ph: \_\_\_\_\_ Fax: \_\_\_\_\_

## COURSE DATA

Course name: \_\_\_\_\_

Date/s of course \_\_\_\_\_

Date submitted: \_\_\_\_\_

## APPLICANT DATA

1: Surname \_\_\_\_\_ First name: \_\_\_\_\_

Role in School: \_\_\_\_\_ Email: \_\_\_\_\_

2: Surname \_\_\_\_\_ First name: \_\_\_\_\_

Role in School: \_\_\_\_\_ Email: \_\_\_\_\_

3: Surname \_\_\_\_\_ First name: \_\_\_\_\_

Role in School: \_\_\_\_\_ Email: \_\_\_\_\_

4: Surname \_\_\_\_\_ First name: \_\_\_\_\_

Role in School: \_\_\_\_\_ Email: \_\_\_\_\_

If there are more than 4 applicants for this course please attach additional names to this sheet