

Workshop Registration Form

- I will be attending the workshop at Lutterworth, Leicestershire, 13th March 2008
 I am unable to attend, but would like to receive information about the network

Title:	First name:	Surname:
Job Title:		
Company:		
Address:		
Town:	County:	Post Code:
Telephone:		Email:

Registration Fee	Before 31st Jan	After 31st Jan
Member/Previous Delegate - Single:	£92	£124
Book 3 places:	£252	£320
Non-member - Single:	£115	£155
Book 3 places:	£315	£400

I wish to book delegates to attend at £ each. Total = £

- I enclose a cheque for the total amount payable to Innervate Ltd
 Please invoice me for the total amount payable
 Please charge my debit/credit card for the total amount payable
 Please invoice me for the total amount payable
 Delta Maestro Mastercard Visa

Name on card:	<input type="text"/>		
Number:	<input type="text"/>	3 digit security code:	<input type="text"/>
Expiry date:	<input type="text"/>	Issue number (Maestro):	<input type="text"/>
Date:	<input type="text"/>	Signature:	<input type="text"/>

We may send you additional information on the services of the Community Therapist Network and its products. If you wish to receive information please tick this box:

Please return to:

Community Therapists Network Secretariat, Innervate Ltd,
117 Waterloo Road, London SE1 8UL or fax to **020 7760 7193**
 Telephone: **020 7921 0002**, email: **info@communitytherapy.uk**
www.communitytherapy.org.uk



Building Your Business Case in community rehabilitation

**A Workshop from the
Community Therapists Network**
 Formerly the Community Rehabilitation Team Network
13th March 2008, Lutterworth, Leicestershire

X Factor meets Dragons' Den
*Learn to build and present a business case -
 Prizes for the best presentation to our panel of judges*

About the Workshop

This is a hands-on workshop which will teach you the essential steps of developing a business case to support your rehabilitation service within the new commissioning environment.

The morning session will focus on explaining the various thought processes needed to help you and your colleagues build a sound business case. You will also learn about the different tools and techniques typically used in the commercial world.

In the afternoon you will be placed in teams and your team will be asked to select a rehabilitation service scenario. You will be given time to prepare a 15 minute “pitch” for your service scenario to a panel of judges. Help will be at hand to develop your presentations. On completing your “pitch” the judges will give you feedback. Once all the teams have presented the panel will select a winning team.

Some of the key learning outcomes will be:

- Understanding the commissioning process
- Synthesising evidence
- Workforce design/modelling
- Marketing in healthcare
- Detailing unique contribution
- Developing appropriate monitoring procedures
- Accurate budgeting to for cost effective services
- Demonstrating improved outcomes



Draft Programme

- 08.45 Registration and Coffee
- 09.30 Session 1
Building a business case - Part 1
Thinking differently
- 10.30 Session 2
Building a business case - Part 2
Tools and techniques
- 11.30 Coffee
- 12.00 Session 3
Group scenario work; preparation of pitches
- 13.00 Lunch
- 14.00 Session 4
Pitch presentations
- 15.15 Tea and coffee
- 15.30 Session 5
Feedback and judges' decisions,
Presentation of prizes
- 16.30 Close of workshop

Workshop facilitators will include:

Daniel Mason, Strategy Manager, Sheffield PCT

Dr Malcolm Whitfield, Director of Health Policy & Management,
School of Health and Related Research, University of Sheffield

Fiona Shield, Workforce Development Specialist,
West Midlands Workforce Deanery, NHS West Midlands