

# GATSBY BENCHMARK 5

## Encounters with employers and employees

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# WHAT GOOD LOOKS LIKE

Every student should have multiple opportunities to learn from employers about work, employment and the skills that are valued in the workplace.

Students should participate in at least one meaningful encounter with an employer every year from the age of 11.

Work with your regional LEP to make sure you are aligning to the strategic economic plan of the region.

The school has been selected to provide information on what they are doing to achieve or work towards the achievement of the benchmark'

# BENCHMARK 5

A Meaningful Encounter

# South Charnwood High School's Journey

Aim: To create something achievable and  
sustainable

# SCUBA: South Charnwood High School Business Alliance

- ▶ Create Links with local businesses (our geographical location was a barrier)
- ▶ Give pupils the chance to develop employability skills; communication, resilience, confidence. Ultimately create an employability programme from year's 7 - 11.
- ▶ Generate interest from the community to invest time in the school and its pupils while providing a networking opportunity for them



# Role of an EA

- ▶ Strategy
- ▶ Advice
- ▶ Knowledge
- ▶ Contacts
- ▶ Experience
- ▶ Entrepreneurship

# Barriers

- ▶ **TIME**
- ▶ **MANPOWER**
- ▶ **FINANCES**

# Tools

- ▶ Phone scripts
- ▶ Flyers
- ▶ Database
- ▶ Emails

# Flyer



**How will the Hinckley and Bosworth region  
change in the next 20 years?  
What business opportunities will arise from  
these plans?**

**SCUBA** is delighted to announce that  
**BILL CULLEN,**  
**CEO of Hinckley & Bosworth Borough  
Council** will be giving a key note speech  
at our next business network meeting.

**THURSDAY 28<sup>th</sup> JUNE 2018**  
**SOUTH CHARNWOOD HIGH SCHOOL**  
Broad Lane, Markfield, LE67 9TB  
**4.00-6.00pm**

Please reply by Monday 25<sup>th</sup> June 2018 via telephone  
01530 242351 or e-mail [scuba@southcharnwood.org](mailto:scuba@southcharnwood.org)

***Build Your Business, Build Our Future***

# Phone Script:

- ▶ Phone:
- ▶ MAKE SURE THIS SEEMS FREE FLOWING SO THEY FEEL THEY WANT TO HELP. NOT TOO ROBOTIC!
- ▶ ‘Hello , my name is (NAME) and I am a pupil ambassador at SCHC , I am following up a letter you may have received from our Headteacher Mr Morris, regarding a business networking event to raise funds to provide our school and the local community with much needed new recreational facilities. We were wondering if you would take some time out of your busy working day to attend our event at SCHS on Thursday 29th June of this year.
  
- ▶ TALK ABOUT WHAT’S HAPPENING AT THE ACTUAL EVENT
- ▶ We have invited 150 other companies/businesses of which you could use our event to network within
- ▶ Our aim is to build strong and secure links between our school, other local businesses and you or your business, should you agree to our cause .
- ▶ We are holding our networking event on Thursday 29th June
  
- ▶ Hello I am a student representative from South Charnwood High School and I am following up your reply to our request for the networking event we are holding on Thursday 29th June 2017. We would like to invite you and around 200 other linking businesses to our event. This could be vital for creating links in your business you could also build links with our school. Currently our school is trying to build a campaign for funding for a new sports hall and this could be a great way to aid and advance the community. It would not also just be our sports hall, it would be the community’s sports hall. This could also be used as a possible way to boost your way of sponsoring their business by getting an exclusive chance to name or engrave a brick in our new sports hall, this will come at a price. If you are interested email us at (need to make a ambassador email)

# Emails

- ▶ Hello! We are Student Ambassadors at South Charnwood High School, We were wondering if you would be open to attending a business networking event held at our school on Tuesday 4th April 2017 from 4-6pm. You would have the opportunity to network your business to potential business contacts that we have brought together in aid of this campaign.
- ▶ Now, We have an aim to build strong and secure links between our school, other local business and you or your business, should you agree to our cause. As we do this we hope to raise money for new sports facilities that hold many opportunities and benefits for not only us, but you too. Our facilities would be open to you to use as you please, for business and sporting purposes.
- ▶ Please contact us on (phone number) or on this email if you would like to help us.
- ▶ Kind regards,
- ▶ South Charnwood High School Student Ambassadors.

## So far...

- ▶ Assemblies from SCUBA members
- ▶ STEM opportunities - Loughborough University engineer
- ▶ Careers Speed Networking volunteers
- ▶ Mock Interview volunteers
- ▶ Mentoring offers
- ▶ Q&A session with employers

# SCUBA EVENT VIDEO

<https://youtu.be/sFCJgZhyHmg>

