

# Derbyshire LMC

## Conference

## Workshops



DDLMC have confirmed the below industry specialists to provide you with the latest updates, tools and techniques to take back to practice and implement.

You will have the opportunity to attend 3 workshops during the day and preferences will be taken into account but cannot be guaranteed.



### Maximising Practice Profits

**Presented by Jenny Hurst and Colin Haw, BHP Chartered Accountants - Consortium Members of Primary Care Direct**

In this highly practical session, Jenny and Colin will share figures from GP practice accounts extracted from BHP's vast database. They will guide you through how to increase practice income, control expenses and benchmark practice profits. The session will conclude with some useful tips on managing staff to enable you to spend the time you need working on increasing the profitability of your practice.

### International GP Recruitment Programme

**Tier 2 sponsorship - Hosted by NHSE**

NHSE will be delivering updates covering all aspects of the International GP Recruitment Programme, such as the recruitment process, learning agreement, funding and sponsorship opportunities, plus many other key areas.

### The GP Consultant Model

**Presented by Dr Gail Allsopp**

Improved team morale, clinician recruitment, same day access AND good quality continuous care for your patients. Go home on time with spare appointments left at the end of the day and reinvigorate your love for primary care. Why would you not want to work this way?

 Primary  
Care  
Direct

 **BHP**  
Chartered  
Accountants

 Public Health  
England

 **VWV**

 **KRAFT**  
HR CONSULTING

 **NHS**  
England

**Derby &  
Derbyshire  
LMC**



# Top tips for working at scale and how to avoid pitfalls

Hosted by VWV Lawyers

VWV Partners, Rachel Crean and Mark Jarvis, will discuss working at scale, the most commonly used collaboration models, the purposes for which they are used and how best to approach joint ventures. In addition to sustainability through working at scale, the issues around incorporation of GP practices will also be explored. The talk will conclude with key CQC updates and also the impact of disputes and how to avoid them, supported by sector-focused case studies.

## Get Good At "Presenting"

Hosted by Lee Jackson

A fun interactive session to give you as a healthcare leader the tricks and tips to present well in every context. Awards ceremonies, conferences, staff days and other speaking events all bring their own challenges, so our keynote speaker Lee will give some down to earth practical advice on how to prepare and deliver an engaging talk and also deal with your presentation anxiety.

## Knowing Your Team

Presented by Kraft HR

This hour long, interactive session will challenge you, "do you know why your individual staff come to work"? We will consider the use of CIPD survey outcomes and give you some easy to use tools to establish what it is about work that motivates your employees. We will consider how we might use this information to improve individual motivation to perform and we will end with a section on praise and how to praise effectively.

## Physical activity - the evidence for why and how to get you and your patients moving

Presented by Dr Helen Garr PHE

An interactive session outlining the current evidence for physical activity in preventing and treating many chronic diseases and cancers. Come along and be inspired to become more active!

