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LEADERSHIP



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PSS





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Taking the plunge

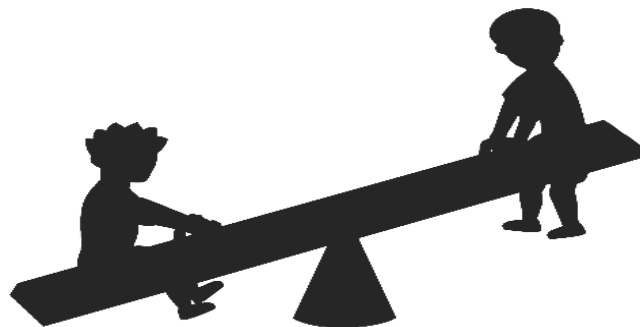
Our story: Social Investment and Manchester

Be brave

Change your 'norm'

Manage the risk

Understand the deal





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Money isn't a dirty word

Our story: Commercial upskilling

Change of culture
Acting commercially
Business with a heart
Not easy in our sector





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Costs vs rates

Our story: But on what basis do we charge that?

Payment by results
Structuring by rates voluntarily
Championing those who take
this approach





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person shaped support

Standing up for ourselves

Our story: KPIs per pound and TUPE liability

Pushing back where cuts exist
Doing this consistently
Not just on income





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person shaped support

Sharing the knowledge

Our story: Can you buy that in a box?

Toolkits and consultancy

Exchange of resources

Staying close to the day job





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Parallel mini-enterprises

Our story: Parent Baby Wellness and the baby market

Being creative
Social Enterprise
Staying close to the day job
Interdependence: adding
value to both





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Thanks for listening