

English UK | conferences



The English UK Annual Conference & AGM

Speakers and sessions

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Timetable

Thursday 19 May

12:30 – 13:00	Registration Coronet Suite
12:30 – 13:00	Refreshments and exhibition Cornwall Suite
13:00 – 14:00	Lunch (buffet style) and exhibition Cornwall Suite
14:00 – 14:10	Conference welcome from English UK Chair Steve Phillips Crown Suite
14:10 – 14:20	Conference welcome from Trinity College London Henry Tolley Crown Suite
14:20 – 15:05	English UK review of 2015 Richard Day , Huan Japes and Annie Wright Crown Suite
15:05 – 15:50	Public affairs: our journey so far and where we go from here Tas Banji and Timothy Blake Crown Suite
15:50 – 16:20	AGM (English UK members only) Crown Suite
16:20 – 16:40	Refreshments and exhibition Cornwall Suite
16:40 – 18:00	English language report: Gulf States Matej Damborsky Crown Suite
18:00 – 19:00	Drinks reception sponsored by the British Council Cornwall Suite

Timetable

Friday 20 May

09:00 – 09:20	Registration Coronet Suite	
09:00 – 09:20	Refreshments and exhibition Cornwall Suite	
09:20 – 09:30	Conference welcome from English UK Chair Steve Phillips Crown Suite	
09:30 – 09:40	Conference welcome from Trinity College London Phil Bond Crown Suite	
09:40 – 10:30	Elective session one:	
1a. Engaging local and social media for effective public affairs campaigns Tas Banji Crown Suite	1b. Developing young learner programmes: a first-time experience Anna Goodband and Nigel Heritage Derby Suite	1c. Trends and challenges in the UK pathway sector John Phillips Durham Suite
10:30 – 10:50	Refreshments and exhibition Cornwall Suite	
10:50 – 11:45	The student statistics report: key data and analysis Samuel Vetrak Crown Suite	
11:50 – 12:45	Elective session two:	
2a. Product, business and partnership development Hannah Alexander-Wright Crown Suite	2b. Developments in working time and calculating pay entitlement Hilary Aldred Derby Suite	2c. Changing for the better Mark Lindsay Durham Suite
12:45 – 13:45	Lunch (buffet style) and exhibition Cornwall Suite	
13:10 – 13:40	Trans-national education in practice (optional lunchtime session) Malcolm Payton Derby Suite	
13:45 – 14:15	Are we still alive and why have none of us been sacked yet? The worst sales trip ever Thom Jones Crown Suite	
14:20 – 15:10	Elective session three:	
3a. Digital marketing approaches: selling to the new generation Michael Carrier Crown Suite	3b. The future of business English Fiona Mee Alvares, Maurice Cassidy, Mark Waistell and Sarah Wang Derby Suite	3c. Join the new FE focus group Sarah Cooper, Janette Donjon, Huan Japes and John Mountford Durham Suite
15:10 – 15:30	Refreshments and exhibition Cornwall Suite	
15:30 – 16:30	Managing in difficult times Adrian Furnham Crown Suite	

Sessions and speakers

Thursday 19 May

Opening plenary

14:20 – 15:05

English UK review of 2015 with **Richard Day, Huan Japes and Annie Wright**

Crown Suite

Join English UK's senior management team for an account of English UK's work over the last year, covering what we have achieved and the changes in the national and international scene.

This will include a summary of the work and achievements of the International and Professional Services departments, plus key information on how the UK English language sector performed in 2015.

They will also cover some of the key challenges that the association faces and the plans for further implementing English UK's current strategy.

Speaker biographies

Richard Day is the interim chief executive at English UK, and owner and director of English in Chester. He was vice chair and chair of ARELS and served three terms on the English UK Board.

Huan Japes runs the Professional Services team, which leads on quality assurance and professional development for our members and the wider ELT sector.

Annie Wright runs the International team, which is responsible for StudyWorld London, overseas events and campaigns, marketing communications, brand management, market research and agent relations.



Richard Day



Huan Japes



Annie Wright



Tas Banji

Plenary

15:05 – 15:50

Public affairs: our journey so far and where we go from here with **Tas Banji and Timothy Blake**

Crown Suite

All too often the discussion around international students has been based on immigration rather than their positive contribution to the UK.

But, with the publication of an Economic Impact Report and making the case for international education among parliamentary stakeholders, we have started to raise awareness of English UK and UK ELT and can see a broader base of parliamentarians advocating for international student numbers to be removed from immigration statistics.

This session will discuss how we are influencing the debate in positive ways, and how we intend to continue this development.

We will also look at how English UK members can get involved. Some lobbying activities are best managed from the centre, but a lot can also be done by the membership at large; English UK has nearly 500 members who can greatly add to our effectiveness.

Speaker biographies

Tas Banji is associate director at MHP, where she develops and implements integrated public affairs and corporate communication strategies for clients across the energy, rail, technology and insurance sectors. Previously she was a senior campaigns adviser at CBI.

Timothy Blake is the chair of The London School of English group and has been in EFL since 1970. Legally qualified and with an MBA, he was a chair of ARELS and undertook a good deal of lobbying activity on behalf of the association. He is now the English UK Chair of the Public Affairs Advisory Group, which advises the executive and the main board on public affairs matters.

15:50 – 16:20

The English UK Annual General Meeting

Crown Suite

Open to English UK members only, in the English UK Annual General Meeting (AGM) Steve Phillips, chair of English UK, will take members through the 2016 English UK AGM agenda.

He will be joined by Mike Wills, English UK Independent Ombudsman, and Richard Finlayson, chair of the English UK Finance Panel.

We encourage members to actively participate in the discussion, as it is your chance to shape the future of our association.



Timothy Blake

Closing plenary

16:40 – 18:00

English language report for the Gulf States with **Matej Damborsky**

Crown Suite

The English language market report series provides the UK ELT sector with market intelligence on key English language student markets.

Come along to hear a summary and main research findings from the author of the report on the Gulf States. The presentation will be followed by a panel discussion with international education professionals with expertise in the region and an open Q&A session.

Speaker biography

Matej Damborsky is a senior consultant with Carfax Projects, the institutional consultancy division of the Carfax Education Group. Matej is based in Carfax's Dubai office, where he works in a range of educational contexts including EFL, education research, and educational reform. Recently, his work focused on the use of pupil performance data to design effective educational interventions.



Matej Damborsky

Sessions and speakers

Friday 20 May

Elective session one

09:40 – 10:30

1a. Engaging local and social media for effective public affairs campaigns with **Tas Banji**

Crown Suite

English UK wants you to help us develop awareness among key influencers of the economic and social benefits that international students bring to the UK.

In this session, we will show you how best to engage locally on behalf of the industry and for your benefit, providing you with top tips to maximise your voice.

Whether it be arranging a meeting with your MP or local council representatives, or contacting your local newspaper to generate interest, or best practice for social media, this session will provide you with invaluable tools for raising the profile of your language centre and English UK as a whole.

Speaker biography

Tas Banji is associate director at MHP, where she develops and implements integrated public affairs and corporate communication strategies for clients across the energy, rail, technology and insurance sectors. Previously she was a senior campaigns adviser at CBI.



Tas Banji

1b. Developing young learner programmes: a first-time experience with **Anna Goodband and Nigel Heritage**

Derby Suite

In current market conditions, ELT providers taking over 16s or 18s only are now thinking about requests from agents who want to send (more) younger students.

Taking younger students can make sense financially; however, it comes with greater responsibilities and more inspection criteria. The first part of this session provides an overview of things to consider.

The second part recounts one school's successful transition, looking at the challenges and demands of leading a junior multi-centre through an inspection. Anna will share her personal journey, and lessons learned, from year round accreditation with a stand-alone school to seasonal junior multi-centres. This section also looks at the benefits that multi-centre inspection brings to the school.

Speaker biography

Anna Goodband is the principal at The Liverpool School of English, a year round school for adults and multi-centre for juniors in London and Liverpool during the summer. She has worked in ELT for nearly 20 years as a teacher, teacher trainer, DOS and principal.

Nigel Heritage is a freelance consultant and trainer specialising in younger learners, safeguarding and student welfare. He has over 30 years experience in ELT, most with younger learners, as a teacher, manager, consultant and trainer. He is an English UK Cert SSM course tutor and a member of English UK's consultancy team.



Anna Goodband



Nigel Heritage

1c. Trends and challenges in the UK pathway sector with **John Phillips**

Durham Suite

When INTO signed its first partnership with the University of East Anglia in 2005, only a handful of visionaries could have predicted the scale of the golden decade that the UK private pathway sector would experience.

Today the sector is facing its most challenging operating environment in over a decade.

In a forward thinking show of collaboration, last year the five largest private pathway providers pooled their enrolment data to gain hard market insights that previously could only be guessed at.

In this session we will dig into that data to reveal trends across markets, programmes, disciplines and recruitment channels, uncovering underlying reasons and forecasting future trends. We will also look at the impact of changes in regulations, the effects on the sector to date and forecasts for the future.

Speaker biography

John Phillips has held a marketing and recruitment role in the private pathway sector for the last 5 years, spending the last two years with INTO University Partnerships.

His role at INTO primarily involves developing business from non-agent channels, covering sponsors and attaché offices, international schools, and most recently UK-based language schools.



John Phillips

Sessions and speakers

Friday 20 May

Plenary

10:50 – 11:45

The student statistics report: key data and analysis with **Samuel Vetrak**

Crown Suite

The session will feature a detailed analysis of the latest edition of statistics about the UK ELT market, followed by a picture of what's happening globally.

This year, the report introduces more business intelligence to English UK members. Join Samuel Vetrak who will share tips on how exactly to use the data in the report, identify relevant trends and patterns and provide an expert's view on how to move your strategy forward.

Speaker biography

Samuel Vetrak is the founder and CEO of StudentMarketing, a market intelligence and business development firm specialising in the global youth, student and educational travel market.

The company, a United Nations' World Tourism Organisation (UNWTO) Affiliate Member and also a member of the prestigious international research association ESOMAR, provides comprehensive understanding of the global student mobility patterns and market trends, and helps organisations to succeed in the international youth travel market (strategies, policies, solutions).



Samuel Vetrak

Elective session two

11:50 – 12:45

2a. Product, business and partnership development with **Hannah Alexander-Wright**

Crown Suite

This thought-provoking talk takes you through the development of English Plus courses at University of the Arts London and the business and partnership opportunities that they have created.

UAL are positioning themselves as experts in English for Creative Purposes by developing a corpus to understand language needed in creative education and industry as well as researching with students and faculty about difficulties and possible solutions.

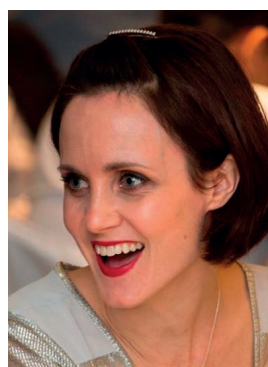
Using Business English as an example, Hannah will then look at the development journey: using a positioning map, becoming an "expert" in the field and finding partners for products and business ideas.

Delegates will be given an opportunity to discuss ideas with each other, consider their business development plans and think deeply about future-proofing their institution.

Speaker biography

Hannah Alexander-Wright is the marketing and business development manager at the Language Centre, University of the Arts London (UAL). She is DELTA qualified, a Chartered Marketer, on the English UK Enterprises board and chair of English UK London.

Hannah has taught in Italy and the UK, is a qualified coach and an active member of the Coaching Network at UAL.



Hannah Alexander-Wright

2b. Developments in working time and calculating pay entitlement with **Hilary Aldred**

Derby Suite

Hilary Aldred will consider the Working Time Regulations and current custom and practice including:

- What is working time – on call, night and travel
- Rolled-up holiday pay
- Holiday pay for irregular hours and earnings
- The National Minimum Wage and National Living Wage – what counts
- And will Brexit change any of this?

This session will leave you with a better understanding of the regulations and how to apply them.

Speaker biography

Hilary Aldred jointly heads the education sector team at Penningtons Manches LLP. She deals with a number of broader education disputes and regularly advises on compliance, educational oversight and public law matters as well as advising individual academics.

Hilary specialised in both contentious and non-contentious employment work for over 15 years and is particularly recognised for her expertise on a wide range of individual and collective employment issues.



Hilary Aldred

2c. Changing for the better with **Mark Lindsay**

Durham Suite

This session will start by looking at a famous quote about change, based on the theory that change is about making the best of what you have to offer. We will then look at change management, asking:

- How do we generate ideas for change?
- Can change be forced on us by the market?
- How can change be embraced positively?
- What are the risks in change?
- What are the guiding principles of change for the better?

The session will look at the four main factors in the analysis of change, and how to address the human side of change, from creating ownership to rewarding staff.

Speaker biography

Mark Lindsay is managing director of St Giles International, which he founded in 1987 and is now one of the largest independent providers of English language courses in the UK. St Giles International were awarded a Queen's Award in 2015 for International Trade. Previously Mark was on the English UK Board for four years.



Mark Lindsay

Sessions and speakers

Friday 20 May

Lunchtime session

13:10 – 13:40

Trans-national education in practice with **Malcolm Payton**

Derby Suite

Many companies see the potential of remote delivery to students in other countries, but there is little information about what that might mean in practice: is it only suitable for large companies? Is it wise to seek technology or delivery partnerships or “go it alone”?

This talk will open up some of these areas using a case study of an online tutoring system that is teaching based (using live tutors to teach) rather than resource based, and a demo of a system used to tutor learners of English in Hong Kong.

We will look at the technology, options and costs, and the impact on your teaching and marketing, to help you embrace a new approach to teaching that will feature more and more as part of the way we deliver language learning and global education.

Speaker biography

Malcolm Payton has spent all of his life in education, including as a teacher, executive head, government advisor and, about ten years ago, head of university foundation programmes, where he led trans-national programmes that used online learning resources to deliver UK qualifications in other countries.

Since 2007 Malcolm has worked independently, undertaking interim management and consultancy roles. Current projects include an international literacy and numeracy programme, supporting Scottish Education internationally and advising on online tutoring and trans-national education in English.



Malcolm Payton

Plenary

13:45 – 14:15

Are we still alive and why have none of us been sacked yet? The worst sales trip ever with **Thom Jones**

Crown Suite

International travel, meeting agents in cafes, parks, down alleys and in places no taxi can find... how many of our friends and family think we are in fact spies?

This will be a light yet informative look at the pitfalls of sales trips, how badly they can go and what to do when they do. There will be practical ideas and tips, international aspersions and plenty of thought-sparks for the crowd as this is an audience that can all contribute brilliant ideas themselves.

We will be looking at:

- How to travel? Where to stay? Who to tell?
- How to social media-navigate the minefield
- Arriving ready: Wikipedia and the president?
- Mapping the day and the night

Speaker biography

Thom Jones has been an activity leader, teacher, DOS, centre manager, teacher, trainer, and principal in the UK and overseas for Embassy CES, Studygroup and Trinity College London.

Thom now works with a variety of organisations and runs his own company, Brock Solutions Agency. He is principal of SBC's Cambridge College, International Summer School.



Thom Jones

Elective session three

14:20 – 15:10

3a. Digital marketing approaches: selling to the new generation with **Michael Carrier**

Crown Suite

We live in a digital age which becomes more complex by the day. Modern educational institutions are expected to have high quality websites, video galleries, social media learning communities and attractive, high-tech learning resources both on and off campus.

This talk brings together some of the latest trends in digital marketing to outline how you can delight your students and their sponsors, and recruit more of them.

It also looks at ways you can train your staff to make the best use of the latest digital marketing tools, and provides a take-away '10 Point Digital Marketing Plan' to help you jump-start your digital marketing strategy.

Speaker biography

Michael Carrier is a consultant for Cambridge English and other organisations. He has an MA in Applied Linguistics and an MBA, has worked in language education for many years in senior management at IH, British Council, and Cambridge English. His focus is the application of digital technology to education, teacher development, and intercultural awareness. He is on the boards of EAQUALS, ICC, TIRF, ELTJ Journal and is a Fellow of the Royal Society of Arts.



Michael Carrier

3b. The future of business English with **Fiona Mee Alvares, Maurice Cassidy, Mark Waistell and Sarah Wang**

Derby Suite

This panel session brings together the front line directors from the leading business English training centres to take on some of the critical issues that our industry is facing:

- The changing needs for language training from international companies
- The increasing presence of digital learning and its impact on classroom based learning
- The relationship between training schools, clients and agents
- How UK schools could adapt, change and innovate to create opportunities

Speaker biography

Fiona Mee Alvares is a partner and director of York Associates, a provider of International English, communication skills, intercultural and team and leadership training and coaching. Fiona is responsible for business generation as well as operational management and organisational and people development. Prior to joining York Associates, Fiona worked for 16 years in Czech Republic, Germany and Brazil.

Mark Waistell is the senior partner of Accent International, senior consultant at Accentuate, member of national bodies, founding chair and committee member at English UK South West, member and acting chair of British Council Accreditation Advisory Committee and has been elected a Fellow of the Royal Society of Arts.



Fiona Mee Alvares



Mark Waistell

Sessions and speakers

Friday 20 May

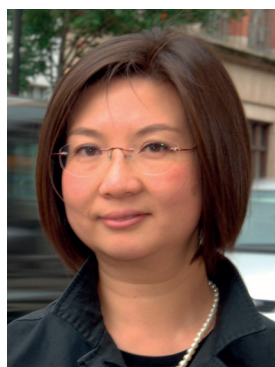
Maurice Cassidy is the chair of English UK subgroup Business English UK. Maurice has spent over 30 years in ELT and the last 20 in Business English. As the director of the Executive Centre at IH London, he works closely with clients from all over the world – individuals, corporate clients and educational agents.

Sarah Wang is an international manager at English UK. She has the overall responsibilities for the work of Business English UK and has led many successful marketing initiatives in promoting the sector overseas.

Sarah studied and worked in China before coming to the UK to pursue her postgraduate studies. She worked in a managerial position for a large international telecom company in London before joining English UK in 2005.



Maurice Cassidy



Sarah Wang



Sarah Cooper



Janette Donjon

3c. Join the new FE focus group with Sarah Cooper, Janette Donjon, Huan Japes and John Mountford

Durham Suite

For many international ELT departments in Further Education colleges, the current climate is a highly challenging one. English UK and the Association of Colleges are therefore joining forces to create an FE focus group to support FE members.

Come along to help determine what shape the group might take and what issues it should prioritise, whether business development, capacity-building, training, transnational education opportunities, sector lobbying, CPD or the general opportunity to network and share ideas with colleagues.

Speaker biography

Sarah Cooper is dean of management & professional studies and international English at South Thames College. She has 16 years' experience in the state sector, initially teaching but mainly managing a very diverse ELT curriculum area. She has served on the Main Board of English UK as well as on the Accreditation and Professional Services Board, since 2010, and was Chair of English UK 2014-2015.

Janette Donjon is director of international development at Sunderland College. She is a strong advocate of FE having spent over 26 years in the sector. Janette is DELTA qualified and spent some of her earlier career teaching EFL. She is on the English UK Enterprises Board, vice-chair of the Latin America Group of the Association of Colleges (AoC), a member of the English UK Student Data Steering Committee and a committee member of the British Council ASAC.

Huan Japes runs the Professional Services team, which leads on quality assurance and professional development for our members and the wider ELT sector. Previously Huan was Teacher Qualifications Manager for Trinity College London, responsible for TESOL qualifications, and before that was Training Manager for EF English First.

John Mountford is the director of the Association of Colleges' international, representing and supporting FE Colleges to develop their international work. He is a board member of the World Federation of Colleges and Polytechnics and EUproVET, and has represented Colleges in the planning process for a number of UK Government led initiatives including; Education Sector's Industrial Strategy, UK India Research Initiative and UK China Partners in Education.

Closing plenary

15:30 – 16:30

Managing in difficult times with **Adrian Furnham**

Crown Suite

This talk is divided into three parts. The first part looks at what we know about good management. It looks at the essence of what good managers do to get the best out of their team. It looks at motivation, performance management and engagement. It also considers the psychology of disenchantment.

The second part looks at managing in difficult times: how people typically react. It looks in particular at issues around change. It stresses the importance of resilience. It is important to understand how people typically react when uncertain and how to prevent vicious circles from occurring. Various change strategies are considered and their respective strengths and weaknesses.

The successful manager sees "difficult times" as opportunities not threats. An ideal time to be "disruptive" and to get ahead of less successful and less adaptive competitors

Speaker biography

Adrian Furnham is a Professor of Psychology at University College London since 1992. He has been a consultant to over 30 major international companies, has written over 1000 scientific papers and the most recent of his 80 books include: People Management in a Downturn, The Talented Manager and The Engaging Manager.



Huan Japes



John Mountford



Adrian Furnham

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The British Council

The British Council was founded to create a friendly knowledge and understanding between the people of the UK and other countries by making a positive contribution to the countries we work with, and in doing so making a lasting difference to the UK's security, prosperity and influence.

We teach English in over 50 countries, train teachers of English worldwide and provide free online resources for learners and teachers, increasing the knowledge and use of the English language across the world. We also encourage students to come to the UK to study English, learn about UK culture and people, and perhaps move on to Further and Higher Education in the UK.

British Council accreditation (Accreditation UK) is the quality assurance scheme for English language course providers in the UK. We manage the scheme, in partnership with English UK, and inspect all aspects of ELT provision, guaranteeing quality for students.

Come and visit our stand to find out more.

www.britishcouncil.org

www.britishcouncil.org/education/accreditation

Our exhibitors



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www.britanniastudents.com



Cambridge English Language Assessment

Cambridge English Language Assessment are a not-for-profit organisation.

Cambridge English Language Assessment is part of the University of Cambridge. We develop and produce the most valuable range of qualifications for learners and teachers of English in the world.

Over 5 million people in 130 countries take our exams every year. Around the world over 20,000 universities, employers, government ministries and other organisations rely on our exams and qualifications as proof of English language ability. Cambridge English exams are backed by the work of the largest dedicated research team of any English language test provider.

Please visit us at our stand to discuss how we can support your marketing and for information on the new Cambridge English member agent scheme.

www.cambridgeenglish.org



Cambridge University Press

The Cambridge stand will have a full range of new and best-selling Cambridge materials – Cambridge English Empower, our new general English course for adults, official Cambridge exam materials, and a selection of professional development handbooks: perfect tools for any ELT teacher.

View the very latest digital materials from Cambridge – English Grammar in Use eBooks and exam Trainer apps as well as online practice tests through Cambridge English Practice Testbank.

The new Cambridge Learning Management System will be on show too, so come along and let Mark and Ian show you how it can benefit you and your teachers.

www.cambridgeenglish.org

Our exhibitors



Endsleigh

For many years, Endsleigh have been a leading supplier of insurance to international students. Working closely with English UK and their member schools we have been able to develop relationships that are both enduring and profitable, whilst ensuring that the students have the right protection for their studies.

www.endsleigh.co.uk/englishuk



Flywire

Flywire, formerly peerTransfer, is the leading provider of global payment solutions for the education industry, providing processing, tracking and reconciliation services for students from 200 countries and territories, attending 800+ educational institutions worldwide.

Using local bank transfers, online payments, and credit and debit cards denominated in local currencies, students can more easily and confidently pay for their international tuition, room and board at educational institutions around the world.

Flywire's discounted currency conversion rates can offer significant savings compared to home-market banks and credit card providers and the company offers outstanding customer service and payment monitoring for both students and universities.

www.flywire.com



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www.course-u-can.com
www.gibbsdenley.co.uk

Our exhibitors



Guard.me

Guard.me is among the world's largest insurance providers in international education — protecting individuals studying and working abroad, including full- and part-time students, participants in exchange and internship programs.

As the provider of choice for language schools, colleges and universities, guard.me is a trusted partner with offices Worldwide.

Five-time winner of Language Travel Magazine's STAR AWARD for International Insurer, we believe that insurance should eliminate stress, not cause it. We work with you to protect your students and your reputation. Our client relationships are a matter of trust.

www.guard.me



Higher Education Marketing

Higher Education Marketing (HEM) helps education institutions around the world by developing digital marketing recruitment solutions.

Through inbound marketing, web development, social media, and search engine optimization, we work to enhance the web presence of an education institution in order to generate more leads and convert such leads into students.

We also track, measure and share results with clients so they can see their progress at all times.

Our wide range of services include content development, social media marketing, SEO, web design, lead generation, Pay Per Click advertising and international recruitment.

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Hosts International is one of the best known home stay companies in the UK because of the quality and branding of its products as well as the reputation of its own clients.

We offer exceptional accommodation, ground handling, close proximity booking for groups and fantastic terms with no booking fees, no minimum stays and no summer supplements or hidden areas to concern yourself about. We can offer English UK member centres, on a preferential basis, a special and carefully managed service as a complete provider or as an overspill for your existing service.

www.hosts-international.com

Our exhibitors



IELTS

IELTS is the world's leading English language test for higher education and global migration; delivered at over 1,100 locations in over 140 countries and accepted by over 9,000 organisations globally.

Last year, over 2.5 million IELTS tests were taken by people seeking to demonstrate English language proficiency for education, migration or employment.

The British Council, IDP: IELTS Australia and the Cambridge English Language Assessment jointly own IELTS.

www.ielts.org



ILG

ILG has become a trusted provider of print, storage and distribution solutions for schools, universities and examination boards, successfully delivering to any location in the world.

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With a reputation for excellence in fulfilment as well as delivery we are committed to making you more successful.

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www.ilguk.com



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Online bookings can be received directly into Class and the next generation Class Web is currently in production. Our support is second to none and we are happy to provide demonstrations & training off and on site. Contact us on sales@infospeed.co.uk.

www.class-systems.com

Our exhibitors



Inline Marketing

With over 10 years experience, Inline.marketing are the number one supplier of print management and distribution to the international education industry. They also offer design and translation, as well as web design and online marketing support. They are suppliers to English UK, Study UK, Quality English as well as to over 300 language schools, high schools, colleges and universities worldwide.

Inline offers their clients free storage for their marketing materials, as well as a free pick & pack service which will save you time, space and money - and you'll never have to pack a box again!

Inline are an international postal wholesaler and are able to save their clients up to 30% on the cost of using Royal Mail directly. The entire service is supported by an online ordering system, which allows clients to view stock levels and place orders quickly and easily in just a few clicks.

Aside from the main UK hub, Inline also offers print, storage and distribution in Brazil, China, Colombia, South Korea, Turkey and Russia. Get in touch with them today to find out more about their services.

www.inline.marketing



Intrinsiq

We are a software development team with offices in Cambridge UK, Vancouver Canada and Perth Australia. We design, build and host web based management systems for various sectors including schools, guardianships and business.

Our international team is focused on detail and providing the best solution for the client. We are a small but growing company, currently with a great team of eight coders, project developers and other specialist guru types.

www.intrinsiq.net



Oxford University Press

Oxford University Press is renowned as an authority on the English language and for its on-going investment in language research and new technology.

Every day we make a difference to people's lives through education. We're shaping the way that learning happens by extending our range of digital resources to include innovative tools for practising language skills and vocabulary.

www.oup.com/elt



Scholastic

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