

Keynote // Relationships: The Most Valuable Off-Balance Sheet Assets

K-12 Schools are the most complex organizations in the U.S. economy based on a number of key factors. From the independent school business office perspective, that requires understanding the realities of the school's relational ecosystem and how to more effectively measure these vital, off-balance sheet assets. What are the KPI's that should be used to evaluate the relational health of the organization? What investments can be made to grow these assets with the greatest ROI? How should these data points inform the school's strategic growth plan? Scott Barron will provide answers to these questions as well as a framework for advancing culture and engagement.

Learning Objectives:

Participants will understand the realities of a school's relational ecosystem; learn how to more effectively measure vital, off-balance sheet assets; and acquire a framework for advancing culture and engagement.

Presenter: Scott E. Barron, Chief Reinvention Officer, School Growth

Scott is the Founder and Chief Reinvention Officer of School Growth. After leading an educational technology company for over a decade, Scott earned an M.Ed in Education Administration from Johns Hopkins University and spent 14 years as the head of three independent schools. Having worked with thousands of schools around the world over the last decade, he was the lead designer of the School Growth Design Framework, along with a methodology for data-driven strategic growth planning. He is the author of *The Yabwi Tree*, *The Laws of the Grapevine*, *The Consultative Business Officer*, and *The 12 Disciplines of Effective School Leadership*.

Field of Study: Personnel/Human Resources

Prerequisites: Basic knowledge of independent school finances

Advanced Preparation: None

Program Level: Update

Delivery Method: Group Live

Participants will earn 1.5 CPE credits.