



The Brokerage Citylink Newsletter

Issue 7  
March / April 2010

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**Welcome...**

...to issue seven of the Brokerage newsletter! With the UK finally emerging from what seemed like an unending winter and the global economy apparently emerging from its traumatic crisis, the feeling of optimism and renewal is even more prominent this spring than usual. As you will read in this issue, spring is certainly in the air at the Brokerage!

There's cause for celebration, as our flagship workshop programme *Working in the City* completes its 10th successful year and we also have a success story from one of our EC1 candidates. Tying in with the renewal theme, we have some new programmes and opportunities for schools and a new member of staff. We also have reports on some of the other activities we've been getting up to recently.

Looking ahead to the summer, there are a variety of ways that you could get involved with our work; whether you are an employer, a teacher or a student. For employers, we have a variety of opportunities to provide work placements to talented and diverse young people or to host workshops with groups of young people. [See our website](#) for further details on all our programmes.

We hope that you enjoy this issue, and that you will want to find out more about getting involved in our work. As always, we are more than happy to discuss ways that you or your organisation could work with us.

**Lovells helping students climb the Ladder to Law**

The Brokerage helps with the establishing of a major new partnership between the City and local schools



Lovells staff and Paddington Academy students join the debate

Over the last few months we have been helping Lovells LLP develop their new "Ladder to Law" programme. The firm wanted to build a programme that would be offered to a number of specific inner-London schools to get students thinking about a career in law from Year 10 onwards. Lovells has hosted workshops for our Working in the City programme for several years and so saw us as a natural organisation to consult with about their own response to the pressing issues surrounding social mobility.

With our contacts at the firm we discussed the format of the programme, how to market it to schools and which ones to approach. We then made initial contact with a number of schools. Five have now met Lovells and put their first Ladder to Law events in their diaries.

The first of these sessions, for a group of Year 10s, took place at Paddington Academy in March. The workshop included a debating exercise which the participants found relevant and interesting. However the school reported that the young people also gained a wider picture of the law profession. One participant said that it had changed his ideas about lawyers. He had thought that all they did was stand in court. Now he knows that law involves preparation and analysis and much of it is office based, and he said that "it seems much more achievable".

If you would like to discuss how the Brokerage can help you establish or develop your organisation's CSR programme, please contact our [Business Development Manager](#).

**Opening doors with City Careers Open House**

200 students already introduced to the City

The *City Careers Open House* programme is now well under way, with almost 200 students taking part in the four workshops we have run so far. This ambitious programme, funded by the City of London Corporation, aims to bring groups of up to 50 students into companies for a fun, interactive and informative introduction to the Financial Services sector. The thought of a large group of students running loose through a City office might fill you with dread, but fortunately we have carefully designed the programme to be easy and convenient for both companies and volunteers to get involved in and so far the feedback from the participants and the host companies and volunteers has been very good.

The workshops are targeted towards students in Key Stage 3, before they take their GCSE options, and schools in the City fringe boroughs (Camden, Hackney, Islington, Lambeth, Southwark and Tower Hamlets) are eligible. Participation is free, and there is a limited budget available for coach travel between the school and the City.

As well as being an opportunity to give a larger group of students a better understanding of the world of work and the career opportunities in finance, it is a straightforward opportunity to get many employees involved in a volunteer opportunity. Volunteers are needed to take small groups of students on a brief tour of the office (taking in both front office workspaces and some of the back office support facilities) or to act as facilitators during simple group-based exercises looking at workplace skills.

If your organisation is in the City and might be interested in hosting a *City Careers Open House* workshop, then please get in touch to find out more. We're also looking for schools that might be interested in participating.

For queries regarding this programme, please contact the Programme Manager, [Terry Boyce](#).

**Allen & Overy join the fun as we Prepare the Parents**

A fascinating coming together for the pilot of our new programme for primary and secondary schools

What do you get if you mix parents and children from 3 primary schools, a major law firm, a City charity, a secondary school and a local community coordinator?

The answer is the pilot session of our new "Preparing the Parents" programme. The idea of this programme is to help parents of children at primary and secondary schools in City Fringe boroughs understand the range of opportunities the City offers and what skills and qualities its employees are looking for. The programme has been funded by the City of London Corporation.

For the two pilot sessions groups of parents and children from Colombia, Virginia and St Matthias primary schools in Bethnal Green came to late afternoon sessions run by us on consecutive weeks at Allen & Overy and Bethnal Green Technology College, for which the three primaries are feeder schools.

At A&O everyone was taken on a tour of the building, and then parents and children separated and met a range of staff to find out what they do, how they got their job and anything else they wanted to know! One of the youngsters said "I have had a great time here. This was one of the best and most exciting days I've had."

At BGTC we took over a space in the school library to run a range of our business exercises with parents and children working in teams together. There was a great community atmosphere and much enthusiasm with plenty of Year 6 youngsters showing that they can spot a mistake on a CV or present their response to our Desert Survival game!

If your company would be interested in hosting a session or your school (secondary or primary) would be interested in taking part in the programme please contact [Frank Funnell](#).

**A new member of the Schools Workshops Team**

We welcome Abby to the Brokerage!

We welcomed a new member to the team this spring, as Abigail Sampson has joined the schools team as a programme coordinator. She brings with her a wealth of experience from the charitable sector, and already many of you have met her during workshops over the last couple of months.

Abby will be taking a role across the various school workshop programmes.



**Undergraduate students attend Tacitus lecture**

A unique opportunity for students from our City Careers Programme

Five lucky students from our City Careers Programme were able to attend this year's prestigious Tacitus lecture at the Guildhall, thanks to an invite from the Worshipful Company of World Traders.

The lecture, held on 25th February, has taken place every year since 1988 and is believed to be the biggest event of its type in the City. It provides the Company with an opportunity to demonstrate to a wider audience the issues affecting world trade and finance, and this year's lecture, 'Threats from a Breakdown in Trust', was delivered by the Chairman of Royal Mail, David Brydon.

One of the students attending, Ester Akinwolemiwa, gave us this verdict:

*"I found the Tacitus lecture very insightful and well informed. It was very interesting to hear an industry veteran's view on the economy. The networking session after the lecture was the highlight for me. I have never seen so many professionals under one roof! I met several bankers, and entrepreneurs including a cab company owner and a property tycoon. I even met and discussed video games trends with the CFO of an online gaming industry. Imagine that! I'm really looking forward to next year's lecture. One day in the future, I'll be the main speaker at the Tacitus lecture."*

The Brokerage and the students attending the event are extremely grateful to the Worshipful Company of World Traders for the invitation to this unique event.

The City Careers Programme is for talented London undergraduates, and allows companies to publicise events and opportunities directly to a diverse, inner-London talent pool. Contact the [Programme Manager](#) for further details on

**A decade of Working in the City comes to an end with another successful year**

Thanks to all the corporate supporters, volunteers, teachers and students that made this year one of the best yet!



Students from Plumstead Manor Sixth Form meet staff from Edwards Angell Palmer & Dodge

The Easter holidays saw the 10th year of *Working in the City* draw to a close, and the 2009/10 programme proved to be one of the most successful yet. Our programmes have given an astonishing 2300 students the chance to experience the City and Docklands through our participative workshops and learn about the unique opportunities that are available in the finance and business sectors.

Our appreciation and thanks go out to the 51 companies that have supported our workshops over the last year, and to all the volunteers that contributed to the workshops and really made them a unique experience for the students. We hope that we can work with you all during 2010/11.

After running over 200 sessions, including workshops in the City and Docklands and sessions in schools and colleges, you will probably agree that the schools team deserves a few months to recover, but they are unlikely to get much time to rest on their laurels as they gear up for the many workshops that will be taking place over the summer months. As well as the *City Careers Open House* programme for large groups of younger students and the *Preparing the Parents* programme for children and their parents in inner-London primary and secondary schools (see separate stories for details), there is *City 4a Day* for smaller groups of young students, *Outreach* sessions in schools and the *Working in the City Summer University* courses during the summer holidays.

If you're a student, teacher or an employee interested in getting involved in our workshop programmes we would love to hear from you. See the contact details list below for individual details or e-mail [schools@thebrokerage.org.uk](mailto:schools@thebrokerage.org.uk).

**Good news from EC1**

An example of how the Brokerage is involved with the EC1 New Deal scheme

Our work with the EC1 New Deal scheme continues to benefit unemployed and underemployed adults. Here one of our EC1 candidates, Judith Angel, tells us about her experience working with us:

*"I had been out of work for about 5 months when I joined The Brokerage in September 2009. I attended several workshops, which included a CV workshop. This really helped me to put my CV together a lot better. I also attended a workshop on voice coaching, which was very helpful with breathing techniques, and taught me how to control breathing, so that I could have a better speaking voice when doing such things as presentations"*

*"The most recent course I took was the Pitmans Sage Line 50, which I really enjoyed. I took the exam, of which I am awaiting the results. As a result, I have recently managed to secure employment as a Finance officer for a Chartered Surveyors. Overall, my experience with The Brokerage has been very useful for me in gaining confidence to find the type of work that I was looking for."*

Please contact our [EC1 coordinator](#) if you would like more information on the opportunities that we can provide.

**City & Islington College spend a day with "The Old Lady"**

Students able to visit the Bank of England and learn about the career opportunities in the central bank

*"The information I've obtained made my day. I also obtained a lot of ideas on what I am able to do next."*

This was the verdict of one student after the "City Insight Day" we ran for City and Islington College on 16th March. This is the third year that we have been engaged by the College to run this event and once again it was hosted by the Bank of England. The day was designed to help the students with aspects of their courses as well as with their own development.

Forty BTEC students from the College's Camden Road campus participated in the day which gave them a chance to talk with people who work at the Bank, find out about the skills and qualities that employers are looking for and learn about the do's and don'ts of job applications.

We are always pleased to discuss the possibility of developing customised programmes for schools and colleges, please contact our [Business Development Manager](#) for details.

Thanks for reading this issue of our newsletter, we hope you've found it useful, and thanks again for your continued support.

We would be happy to discuss any of the items in this newsletter with you further, or anything else regarding the work we do, so please get in touch.

Best Wishes,

**The Brokerage Citylink Team**

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