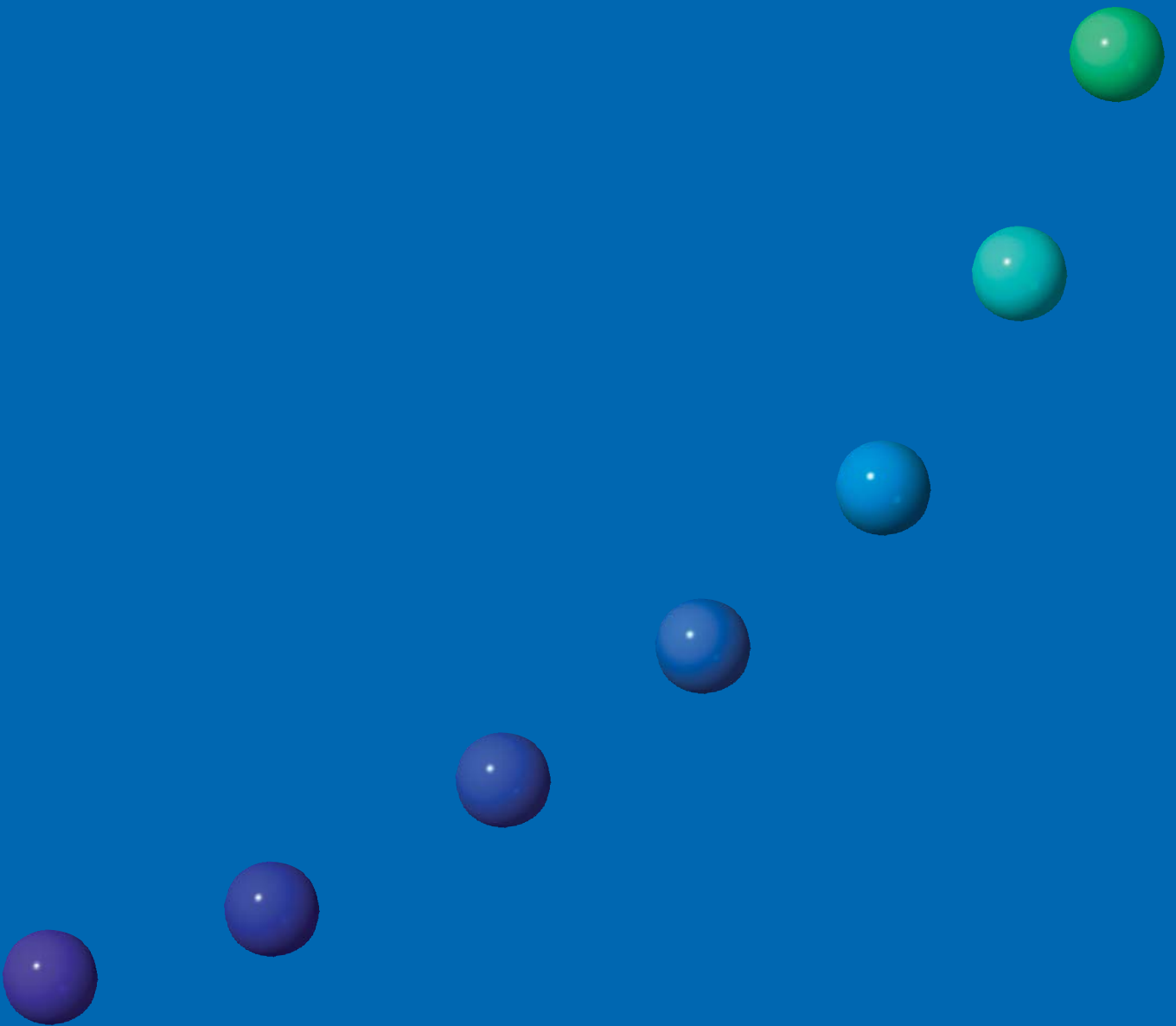


# National School*Transfer*

for buying and selling schools and nurseries



# Welcome to National SchoolTransfer

## Welcome

Thinking of buying or selling a school, nursery or other educational establishment? Then welcome to **National SchoolTransfer (NST)**, offering a service that is...

## Sellers

- **PERSONAL** We find it helpful to have a personal relationship with our clients. This allows us to discover what their real needs are; we achieve this by visiting all our sellers and inviting buyers to regular seminars.
- **PROFESSIONAL** Our aim initially was limited to achieving successful school transfers. It has broadened since then to providing advice on marketing or revenue enhancement. One of our consultants specialises in this field.
- **CONFIDENTIAL** We are always aware of the critical need for confidentiality when proprietors wish to sell their schools. We only disclose the name of a school to one of our fully registered buyers after consulting the proprietor.

## Other services

## Buyers

**National SchoolTransfer** has operated on these three principles since it was founded in 1989 when one of the co-founders, having just purchased his own school, saw an obvious gap in the school transfer market.

## Free Seminars

We have a constant flow of potential new buyers, due to our extensive advertising in the education market and an increasing number by word of mouth. To ensure that our buyers are still active we regularly contact them to check that their requirements are up-to-date. We see no need to tie sellers to a sole agency agreement of any extended period - it could diminish their chance of a successful sale. We offer a high quality service but only charge commission rates of 2% or 2½% (see 'Rates of Commission' for further detail).

## Comments

## FAQs

### The Marketplace

Since the early 1990s NST has sold nearly 80 schools and there are usually up to 6 schools in current negotiations for completion at any one time.

The market for schools has recently been boosted by the entry of a number of large national and international companies who have calculated that investing their resources in education in the United Kingdom will prove to be a shrewd move. This upsurge in investment has made a considerable impact – NST historically has brokered roughly one sale every two months but from early 2004 the rate of sales has doubled to approximately one every month. The national media has given great prominence to the activities of the major groups in this field, but little notice has been taken of the many other groups that are also looking for schools to purchase, albeit out of the glare of publicity.

The confidentiality that NST provides means that the value of the school can be tested against a range of offers – effectively an 'open market'. This is in contrast to the way in which some major companies have approached schools directly with exclusive offers. At first glance these companies appear to offer attractive terms but, because of the exclusivity they demand, it means that their price cannot be tested against competitive offers.

So, with the market being more active than at any time in the last 15 years this is a very good time for school owners to consider a transfer.

### Schools worldwide

As well as educational establishments in the British Isles NST also acts as transfer agents for schools, etc, worldwide. For details please see the [www.nationalschooltransfer.com](http://www.nationalschooltransfer.com) website.

*'We have now purchased two preparatory schools through National School Transfer and our experiences in our dealings with them were extremely positive. In each case Pat Carter was there to assist and advise us at all stages of the transfer process.'* a comment from the buyers of two prep schools

# Information for sellers

To sell your school or nursery through **National SchoolTransfer** (NST) we ask you, first of all, to register with us. This entails:

## STAGE 1 Registration



- Completing our standard Registration Form (which asks for general details of your school) and sending it to us with a copy of your school prospectus.
- We also ask you to send us your most recently produced 'Profit and Loss Sheet' from your accounts. This is necessary as we use these accounts to calculate 'Operating Profit' – a term for which we have our own specific definition. This Operating Profit figure enables our buyers to compare like-with-like when they are reading our assessments, and it is used in calculating 'Goodwill'.
- Once we have received the above information we will contact you in order to arrange to visit your school.

## STAGE 2 We visit you



- The visit to your school to prepare the marketing assessment will then be made by either Pat Carter or Bill Brown. Both have a wide experience in education generally and specifically in assessing schools for sale... and both will treat the visit with utmost discretion.
- The visit is arranged for a time that suits you – either during or out of school hours and, if the former, it might be as a prospective parent, a surveyor or similar. It is worth stressing that in ALL our dealings with you, the seller, we will deal only with you directly. We are always aware of the absolute need for confidentiality and our procedures are based on long experience in delivering it.
- From this visit we will prepare the draft marketing assessment.
- There is no charge for this visit to the school.

## STAGE 3 The Assessment



- From the information gained on our visit, together with your registration form, prospectus and 'Profit and Loss Sheet' we prepare a draft 'Assessment'.
- The Assessment (a two page document) provides buyers with sufficient marketing information to decide whether or not they wish to visit your school. It is written in such a way as to conceal your school's identity.
- Once we have drafted the Assessment we send it to you to agree it or to amend as you wish.

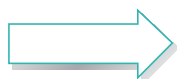
*From the first contact I felt that not only was the sale of my school in "good hands" but that it was important to Mr Carter to find not just a buyer but the "right" buyer' a seller's comment*

**STAGE 4**  
**Targeting buyers**



- Once you have agreed the text of the Assessment we add your school's details to our 'Outline List' (a list of all schools, nurseries etc, that are on our books for transfer). The Outline List is available to all buyers who have completed our registration process and have therefore signed a Confidentiality Agreement. We have on our books about 350 buyers who have completed our registration procedure.
- We can immediately match your school's details against our database of registered buyers. We send a copy of the Assessment to all those buyers whose declared interests (location, type of school, price range, etc) match your school's details.
- If, after reading the Assessment, buyers think your school may be what they are looking for, we will arrange for them to visit you.

**STAGE 5**  
**Buyers visit your school**



- A buyer who has read your Assessment may want to visit your school and Pat would telephone you to agree the details of a visit. He will give you some information about the buyer and negotiate convenient times for the visit between you and the buyer. It is only at THIS point that we would disclose the name and exact location of your school to the potential buyer.
- Once the visit date is agreed we ask the buyer to telephone you so that, between you, you can 'fine tune' the details of the visit... directions and (if during school hours) what will be the ostensible reason for their visit.
- Many sellers find it reassuring that we do not give out to a buyer any detailed financial information until after a visit has been made and the buyer is still showing an interest.

**STAGE 6**  
**Our aim ...  
A successful sale!**



- If, after the visit, the buyer is keen to pursue the purchase and you are happy for them to do so, we send them financial information to support our assessment. They might wish to arrange a second visit – perhaps during school hours if their first visit was out-of-hours. Confidentiality is still maintained at this crucial stage.
- Sometimes negotiations towards a sale can encounter difficulties. Legal and property matters can often prove daunting and Pat is always on hand to assist and advise. Past sellers have told us that our sensible advice and our ability to act as a go-between has been an essential element in producing the successful outcome... a sale!

*Although Mr Carter normally deals with large projects, his "No job too small" philosophy meant that he was able to manage the sale of our Nursery School for us... Both his experience in the field and attention to detail were invaluable.' a comment from a nursery school seller*

# Rates of commission and other services



'No sale, No fee' – we only charge you commission if we have introduced you to the successful purchaser. We offer sellers two simple options:

**Option 1** – 2% (plus VAT) of the sale price if you market your school or nursery exclusively through **National SchoolTransfer** for a period of three months from completion of registration. After the three month period you are free to register with other agencies but you would still remain on our books and be charged at the 2% rate if we introduce the purchaser.

**Option 2** – 2½% (plus VAT) of the sale price if you are registered with (or wish to register with) any other agencies or simultaneously seek a private sale.

*Compare our rates and terms with other agencies. You have nothing to lose by registering your school or nursery with **National SchoolTransfer**.*



**National SchoolTransfer** has, over the years, developed a wide range of expertise and contacts allowing us to offer additional services. A consultancy visit can be easily arranged. Do any of the situations below apply to you?

## Uncertain about selling?

You may not want to sell your school or nursery but need advice on how to increase its profitability.

## Need a new direction?

NST may have clients on its register who can infuse new vision, direction, management skills and a financial overhaul to a school.

## Looming school closure?

If pupil numbers are dwindling a rescue plan may well be needed. Speed is of the essence!

## School mergers?

At a school owner's request NST can identify schools as possible merger partners, approaching them in confidence and without revealing your school's identity.

## Consider a partnership?

Rather than selling your school you may be interested in a partnership. We have clients looking for this sort of arrangement and have assisted several schools in such a way.

## Have you found a school you wish to buy?

If you have identified a school that you wish to buy we could approach it on your behalf. The school is more likely to respond to an approach from us, who have a reputation to maintain, than to an unsolicited approach from someone they have never heard of.

*'When the time came for me to sell my nursery school I contacted three agents. Mr Carter on his first visit gave me solid advice without the sales "pitch"... Mr Carter was always at the other end of the phone when needed. I am happy with the service his company provided' a comment from a seller*



# Information for buyers



There are currently about 350 buyers of schools, nurseries and other educational establishments registered with NST, and we aim to offer all of them a service that is *personal, professional* and, above all, *confidential*.

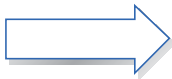
Due to the confidential nature of the business of buying and selling educational establishments all buyers must complete our registration procedure. Only when this is complete can we divulge information about schools and nurseries etc, that are on our register.

Registration involves:

1. Completing either the individual or organisational buyers registration form to tell us the type of school or nursery that you are looking for, including areas of the country you are interested in and your price range. We need this information to cross-match your needs on our database with those schools or nurseries that fit your requirements.
2. Sending us your Curriculum Vitae. This enables us to let the seller know something about your background before you visit their school or nursery.
3. Providing the names and addresses of two character referees, people who know you well and who will endorse your suitability to own and run an independent school or nursery. We ask organisational buyers to send us a copy of their brochure instead of a CV, and bank manager or solicitor's reference.
4. Most importantly, signing a declaration of confidentiality.

All our services to you as a buyer are completely free (other than in the case of empty premises, where there is a fee of 1% + VAT).

Once we have received from you the completed registration form, your CV and the names and addresses of your two referees we will send you the current full Outline List of schools and nurseries that we have for sale. This will provide you with a flavour of the market.

The information below shows one example in each section from a previous Outline List of actual establishments that were available for sale through **National SchoolTransfer**.

<b>Section 1 – Nurseries/Schools with a leaving age up to 9 years</b>		
S155	North of London £1.4 million Freehold	Age range 3-9 years. 250+ pupils. Turnover currently £800,000 producing operating profits in excess of £230,000
<b>Section 2 – Schools with a leaving age up to 13 years</b>		
S1	South West £395,000 Freehold	100 pupils. Age 3-11 years. Very pleasant 4 acres of grounds. Turnover of £200,000 with profits of £70,000
<b>Section 3 – Schools with a leaving age up to 18 years</b>		
S117	North £150,000 Freehold	Approximately 55 pupils on roll. Turnover of about £80,000 producing profits in the region of £20,000. The owners are prepared to sell the business for £20,000, the property could then be leased with an option to purchase
<b>Section 4 – Special and Specialist Schools</b>		
S116	South. £95,000 Leasehold	30 pupils. Age 16-19 years. Turnover increasing - 1996 in excess of £250,000 producing operating profit of £35,000
<b>Section 5 – Empty premises AND...</b>		
<b>Section 6 – Overseas schools and Language Schools</b>		
We occasionally have empty premises available for sale that are suitable for educational use as well as schools, language schools and other educational establishments overseas		

'We would not hesitate to call National SchoolTransfer first'  
 a comment from someone who both purchased and sold their school through NST



A two page confidential assessment is prepared for every property in the Outline List and is provided to fully registered buyers on request. The example that follows is of a nursery that has already sold and is no longer available, but illustrates the depth of information that is available to you.

## An example of a confidential School Assessment

**A DAY NURSERY IN EAST LONDON. Registered Number: S179. Date: 28/9/99**

**LOCATION AND BACKGROUND** This Nursery was established about 8 years ago but has been in the hands of the current proprietor for only about two years. It is located in a large detached house in about 1/4 of an acre of land in a good residential area of a large suburban town to the east of London.

**PUPILS** This Nursery is registered for 42 children between the ages of 3 months to 5 years. The children can attend for any number of hours of the day on a system of organised flexi-time. There are frequently up to 9 more children than the registered 42 and in these circumstances and with the agreement of the local authority, the surplus are taken by minibus off location to some extra-mural activity or other such as swimming or a play-park. In the main the children come from the local area and the majority go on from this Nursery into the state sector of education.

**CURRICULUM/ACTIVITIES** This Nursery believes in pre-school education and training and its activities are devised to encourage communication, pre-reading and reading, pre-writing and writing and simple arithmetic. The children are also encouraged to care and share, to have self control, self motivation and self confidence and to be independent. The activities leading to these aims include play groups, story telling, identity games, classroom tuition and outdoor activities. The Nursery is open from 7am until 7pm. The early arrivals are given breakfast and, in addition to a fully cooked lunch meal and supper if required, there are mid-morning and mid-afternoon snacks also.

**STAFF** The staff are employed on similar flexi-hours to those that are offered to the children. This method of employment offers benefits to both employer and employees who can fit in aspects of their social life with their work. At the beginning of the day there are typically, maybe, 3 staff on duty which rises over the next 3 hours up to the 14, commensurate at all times with the numbers of children attending, and they remain for the bulk of the day. The numbers of staff tail off at the end of the day. All staff are at least NNEB trained and all are paid at the School's own rate.

**FACILITIES** Based upon a detached two-storey house both floors are given over entirely to Nursery operation. There are 5 rooms given over specifically to activities or to sleeping and additionally there is a dining hall where the children eat their meals in rotation. The well-equipped kitchen is located next to the dining room with a connecting hatch between them. There is also a Nursery Manager's office on the ground floor and another administrative office on the first floor. There are toilets for staff and children on both floors.

The area outside is spacious, surrounded by flower beds and provides two separate, totally enclosed playing areas behind the Nursery for the different age groups. There is a wide variety of outdoor equipment and amenities - sand pits, seesaws, trampoline, swings, slides etc. At the front, there is parking space, security lighting and security entrance.

The standard of decoration throughout the Nursery is good, it is well equipped and there is an excellent CCTV security system with cameras in each of the main children's rooms producing a recorded video throughout the working day.

**FINANCIAL** This Nursery has a turnover of around £285,000 which in turn generates the operating profit in the region of £96,000. This derives from a fee level of around £3.00 per hour depending upon the number of hours attended.

**POTENTIAL** This Nursery has realised the great majority of the potential at its disposal. It runs for 52 weeks of the year, for 12 hours of the day and very close to full occupancy. There are in effect only two realistic ways of enhancing revenue:

1. increasing the fees - clearly only after careful consideration of the competition; and
2. offering the facilities for children's parties, at weekends and on bank holidays.

**ASKING PRICE** The proprietor has been offered another business opportunity and wishes to sell this Nursery to help finance that opportunity. They are asking for the sum of £400,000 comprising £290,000 for the bricks and mortar and £110,000 for the goodwill and stock.



We will notify you by post as soon as your registration procedure is fully completed (which means, for individual buyers, that we have received your CV and replies from both your referees). Thereafter our service consists of:

- Sending you, upon request, the up-to-date Outline List.
- Sending you the detailed Assessment of any new school or nursery that matches your requirements when it comes onto our Outline List. You can at any stage request detailed Assessments of the other schools or nurseries from the Outline List.
- Introducing you to the seller if, after reading the Assessment, you are interested in taking the next step. This will normally involve arranging a visit to their school or nursery.
- Providing advice on how to proceed through any negotiations once you have found the school or nursery that you would like to purchase. Once a buyer and seller have been introduced we do not insist on being involved in detailed negotiations as the interested parties are often happy to deal directly. However, it is sometimes helpful if we are involved, either as general facilitators, to act as a medium for negotiation prior to agreeing a price, or simply to assist in keeping an impartial perspective on the situation.
- Inviting you to our free seminars on the 'School or Nursery Buying Process'.

# Free seminars for buyers

## 'The School or Nursery Buying Process'

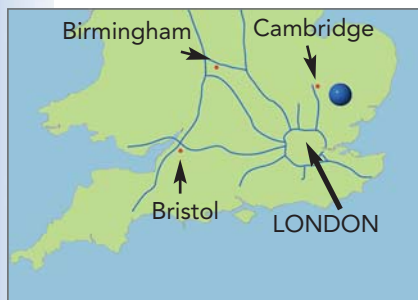


Barnardiston Hall

Experience tells us that there are many people who want to buy their own school or nursery but are uncertain about how to proceed. There are others who simply want the opportunity of discussing the subject in order to clarify their thinking on specific issues. It is to meet both these needs that **National SchoolTransfer** has, for a number of years, run free seminars on 'The School or Nursery Buying Process' for its fully registered buyers. These are held five times each year on Saturdays between 10.30am and 4pm.

The seminars are held at Barnardiston Hall Preparatory School near Haverhill in Suffolk, which Keith Boulter (an IAPS headmaster) purchased in 1989. Since then, as the Headmaster and proprietor, he has transformed what was a preparatory school of only 45 day-girls into a co-educational nursery, pre-prep and preparatory school of some 280 children, 60 of whom are full-time or weekly boarders.

During the afternoon Keith conducts a tour of his school, providing an insight into what can be achieved. He has also been involved in rescuing a prestigious girl's boarding school from closure and, more recently, in opening a new school for special needs children. Keith's experience has proved to be of great benefit to those attending seminars and his achievements are often a source of inspiration to 'would-be' buyers.



 Barnardiston Hall

### Seminar Programme

10.30am	Coffee and introduction
11.00am	Overview of school ownership "Why buy your own school?" "The right time to buy?" "Handover/takeover procedures" "Pitfalls, potential and pleasures"
11.30am	Available schools and nurseries
12 noon	School transfer agencies
12.30am	The Buying Process "Buying method" "Business plan" "Finance and valuation of schools" "Legal issues"
01.00pm	Luncheon
02.00pm	Tour of Keith's school
03.30pm	Individual consultations

*'A big plus was the seminar on the buying process for schools and nurseries run by Pat and his colleague Keith which I found to be a very worthwhile day. It re-assured me in what I was doing and I would definitely recommend it to others.'* a comment from the buyer of a school

# Comments from sellers and buyers

'We recommend their excellent service to all potential buyers and sellers of independent schools – advice is honestly given and details quickly circulated for successful results' a comment from the sellers of a school



## A NURSERY SCHOOL

We were very impressed by the sensitivity and confidentiality of National SchoolTransfer, who ensured that the transfer of our nursery school to another proprietor proceeded smoothly and successfully. As a result of this satisfying experience, we can assure anybody planning to use the services of this organisation that negotiations will be conducted in a straight-forward fashion, without disruption in any way to the day-to-day running of the school. *A 'satisfied customer', who wishes his identity to remain confidential*



## INGLESIDE AND KINGSWOOD SCHOOLS

Coming from a Higher Education background, we aimed to expand into the statutory school age market but needed guidance and advice on how to achieve this.

We attended Pat's seminar on the School Buying Process and found this to be the exact preparation and orientation that we required.

As a result we have now purchased two preparatory schools through National SchoolTransfer and our experiences in our dealings with them were extremely positive. In each case Pat Carter was there to assist and advise us at all stages of the transfer process. *Dr S Yousuf and Professor Mike Harvey, Centre for Advanced Studies, London*

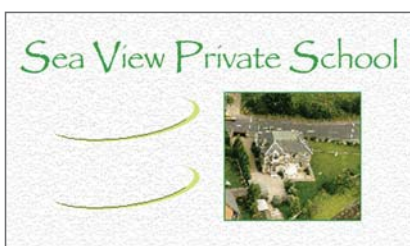


## THE DOLPHIN SCHOOL

We really can't believe that everything went so smoothly, which is largely down to the service that you provide. *James and Judith Bishop*

I bought my school through National SchoolTransfer and found the service provided by Pat Carter and his team to be efficient, reliable and very professional. They acted with integrity at all times and I was confident of the advice given. A big plus was the seminar on the buying process for schools and nurseries run by Pat and his colleague Keith which I found to be a very worthwhile day. It re-assured me in what I was doing and I would definitely recommend it to others.

*Bill Gott – who bought The Dolphin School*



## SEA VIEW PRIVATE SCHOOL

We were registered with National School Transfer for 7 years before we found the school for us and in that time we received a considerable number of outline details from them and every single one was within the criteria we had specified at the outset. Pat Carter provides a first-class service as a go-between when arranging viewings and progressing negotiations between vendor and purchaser and the one day seminars they run on the process of purchasing a school are comprehensive and excellent value for money. *Andrew and Louise Moss*



## OLD VICARAGE SCHOOL

Our school was our love, indeed our life! Passing it on was always going to be difficult. We had never imagined leaving it but Pat Carter and members of his team at NST made us realise that our involvement was too personal and intense to make appointment of a head-teacher a fair or viable alternative.

Pat gave us no false hopes, making it clear that the sale could take between one and ten years. He encouraged us to think of five years, a necessary intelligence to any others thinking of moving on!

NST were always there for us, in the background, as negotiations progressed – never badgering, but available when needed. We shall always be grateful to Pat and the NST team. *Mary and Graham Holbrow*

# Comments from sellers and buyers

'Also worth mentioning is the promptness of your passing on details of prospective buyers. I thank you for your professional service which you provide together with personal contact and total security of confidentiality.' a comment from the seller of a school

## HYDESVILLE TOWER SCHOOL



It was particularly to our advantage that Pat guided us on setting our price; he then introduced a succession of potential buyers and engineered three firm offers by our chosen date. He proved an invaluable go-between, keeping a useful distance between ourselves and the buyers, when that was appropriate.

The process was long and occasionally stressful but Pat's regular phone calls and reassuring voice were an unfailing comfort. It was also essential that all communications were handled promptly and confidentially. Pat Carter's service was entirely professional. Phone calls and correspondence were to our private lines or email and postal addresses and we never had cause to worry in this connection.

Harriet and I have no reservations in recommending NST to school owners or potential purchasers. *TD Farrell*



## HADDON DENE SCHOOL

I have recently sold my Prep School in Kent through NST and have been more than pleased with their service. The time taken from initial instructions to receipt of the sales proceeds was less than one year and NST were efficient, courteous and helpful throughout. In my opinion their valuation was accurate and they achieved a fair price for my school. I would recommend them for their professional and confidential approach. *Peter Smith*



## WILLOW TREE NURSERY SCHOOL

Selling Willow Tree Nursery School – a professional service, a pleasing result.

Although Mr Carter normally deals with large projects, his 'No job too small' philosophy meant that he was able to manage the sale of our Nursery School for us. Throughout we always spoke to Mr Carter direct and found him courteous, prompt, caring and efficient - we felt that ours was the only business that he was involved in selling. Both his experience in the field and attention to detail were invaluable. The outcome was a sale that pleased both seller and buyer.

*Chris and Phoebe King*



## ROSEWOOD MONTESSORI NURSERY SCHOOL

When the time came for me to sell my nursery school I contacted three agents. Mr Carter on his first visit gave me solid advice without the sales 'pitch'. It was not until a few months later that I felt ready to put the school up for sale. Mr Carter dealt with the issue sensitively and a buyer was found within two weeks. The process of actually selling took longer, however, Mr. Carter was always at the other end of the phone when needed. I am happy with the service his company provided. *Rosie Roberts*



## INGLESIDE SCHOOL

I was most impressed with the service from National SchoolTransfer when I sold my school. They guided me through the preliminary processes and were able to put me in touch with the prospective purchasers within weeks of the school going on the market.

*Felicity Blades*

Below are some of the questions that clients, both buyers and sellers, have most frequently put to us. We have attempted to answer them here but, you are always welcome to speak to us directly if you have further queries.

- Why must buyers provide a copy of their CV? *In order that when a buyer wishes to visit a school or nursery Pat can tell the seller something about the background and suitability of the potential buyer.*
- Why must buyers provide the names and addresses of two character referees? *To ensure that there are people who are prepared to vouch for the character and qualification of buyers. Our sellers expect this.*
- Why do buyers need to register before being told any details regarding schools or nurseries? *Sellers are not willing for members of the public, who have not been vetted, to be in possession of the details of their school or nursery. Confidentiality is an essential part of the service that we offer.*
- Is there any charge for attending one of the seminars? *No - all our services to buyers are free. The only exception to this is a charge of 1% to buyers who successfully purchase empty premises through NST.*
- Who will I be dealing with? *Pat Carter, mainly. You may also be talking to Sara Roberts, Wendy Middleton or Richard Essberger.*
- Can sellers be guaranteed anonymity? *Guarantees are difficult but, in over 15 years of trading, we have not had a serious confidentiality problem.*
- How long will it take me to sell my school? *As long as it takes!! Some are snapped up quickly, others take longer. It can be a few months or can take several years. We will not give up on you.*
- How do I know how much my business/school is worth? *Normally it is the 'Bricks and Mortar' value, plus a sum for the stock and goodwill. The goodwill figure will be a function of the operating profit of the business. Pat will show you how to calculate your operating profit.*
- Are sellers restricted to sole agency? *No. You can opt for either 'Open Market' or 'Sole Agency' arrangements. We appreciate that the key issue to you, as a seller, is to find a buyer for your school or nursery, so even our Sole Agency arrangement only ties you to us for 3 months.*
- How long will it take for a buyer's registration to be completed? *As quickly as you or your referees respond to us. We will inform you when you are fully registered.*
- How do you match buyers to my school or nursery? *We have about 350 active buyers registered with us at any time and manually matching them would be very time consuming. We use a sophisticated computer program, developed in-house, that matches a fully-registered buyer's wishes with a school or nursery profile.*
- Is it worth registering as a buyer even though NST doesn't currently have any schools or nurseries in the area I am looking for? *Yes definitely - sellers come onto our books all the time, from all over the country and worldwide.*
- Will I receive regular updates of the 'Outline List'? *We do not send every update of the Outline List to all the buyers who are fully-registered with us. We will always send one on request, however, and all fully registered buyers are automatically notified of any new school or nursery that comes onto our books that matches their requirements.*

*'We really can't believe that everything went so smoothly, which is largely down to the service that you provide'* a comment from the sellers of a school



# National SchoolTransfer

Our team comprises:

**Patrick Carter**, proprietor, a qualified teacher and former member of the Royal Army Educational Corps. He is the proprietor and co-founder of National SchoolTransfer (NST).

**Keith Boulter** is proprietor and Headmaster of Barnardiston Hall Preparatory School and co-founded National SchoolTransfer with Pat Carter.

**Bill Brown**, a committee member of the Society of Education Consultants, acts as a consultant to National SchoolTransfer.

Pat Carter is assisted by **Sara Roberts**, **Wendy Middleton** and **Richard Essberger**.

If you have any questions or would like to have a confidential discussion with Pat Carter please telephone.

Alternatively you may wish to email or visit our website at [www.nationalschooltransfer.com](http://www.nationalschooltransfer.com) for further details.

**National SchoolTransfer**

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