

IN THIS ISSUE

An exclusive interview with BBC Political Editor, **Nick Robinson**

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Olivia Lambley

IntoUniversity Nottingham East

Determination and career aspirations



Sophie Count

Sophie has been a Fundraising Officer at IntoUniversity since November 2013 and is responsible for individual giving at the charity. She previously studied for an MSc in Social and Cultural Psychology at LSE and was a sabbatical officer, representing postgraduate students within the students' union.

Sophie Count travelled to Nottingham recently to visit a student called Olivia and her mother, Vicky, during an Academic Support session at IntoUniversity's Nottingham East centre. Olivia has been attending Academic Support at IntoUniversity Nottingham East since November 2012 and is 11 years old. She recently made the transition between primary and secondary school, and started at Nottingham Academy this autumn.

Olivia's Story

The most striking thing about Olivia is definitely her ambition. Halfway through our interview, whilst calmly exuding the wisdom of somebody twice her age, she revealed that she has decided to pursue a career as a vet. She has even started to research how she might achieve this, working with her mentor Annie, a University of Nottingham student, to create posters and collect information on the steps she can take to reach her goal. She was also extremely keen to tell me about the excellent cheesecake she and Annie had baked in one of their sessions together.

Olivia admits that a personal area of concern for her when she first started attending the IntoUniversity centre was her spelling. After asking Emma (one of our delivery staff at Nottingham East) for support in this area, she has noticed a great improvement in her literacy skills and self-confidence, and adds that the recent Year 6 SATs were 'easy'.

When asked about other parts of the IntoUniversity programme that she particularly enjoyed, Olivia spoke with excitement about the trips the class took to the University of Nottingham where they participated in a graduation-style ceremony to celebrate the achievements of a Primary FOCUS Week and were even allowed to 'throw the hats in the air' as they graduated. Visiting Nottingham Contemporary art gallery and Magna Science Adventure Centre were some of Olivia's other highlights of her time so far at the centre.

Even though she's only 11 she knows where she wants to be in 10 years' time

Olivia's mum's story

Vicky first heard about the opening of IntoUniversity Nottingham East through Olivia's school so she and Olivia went along to find out more when the centre officially opened. Olivia has been attending regularly ever since. For Vicky, the centre represents a space where her daughter is able to sit down and concentrate on her work. 'I've got two older children who've got ADHD and Asperger's and whenever Olivia sat down to do any homework or when I sat down with her, they would try and interrupt in multiple ways.' Vicky therefore saw the IntoUniversity centre as an excellent opportunity for Olivia to receive additional support with her literacy and numeracy outside of school in a calm and productive environment. She also reveals that Olivia's behaviour has been steadily improving since attending the centre.

Vicky cites the University Mentoring Scheme as a part of the IntoUniversity programme that Olivia has particularly benefitted from. 'She's really enjoyed working with Annie and having that one-to-one time. I've read the letters that they have sent to each other and I was very impressed with the way Olivia described everything – her writing was really grown up and descriptive which I've never seen before – it's beautiful.'

The most important thing about IntoUniversity for Vicky is that the staff 'seem to see the potential in Olivia... They just see everything that I can see in her.' As well as proving that she is committed to the IntoUniversity programme, Olivia has recently been voted as a student council member to represent her peers at meetings and help to make key decisions on curriculum topics at the centre. On the subject of Olivia's determination and career aspirations, her mum says, 'I'm sure she'll become a vet because she's said she will. Even though she's only 11 she knows where she wants to be in 10 years' time.'

When I caught up with Olivia's mum again recently I was delighted to discover that Olivia had just received her SATs grades, and that they were mainly level 4s and 5s. These grades put her on par with, if not slightly higher than, others in her age group. Vicky was understandably extremely pleased with Olivia's achievements as she has excelled and shown a significant improvement in the last few years.

It was about having self-belief



Nick Robinson

Nick Robinson is a journalist and the current BBC Political Editor. He studied for a degree in Politics, Philosophy and Economics at University College, Oxford. Nick has had a varied and successful career in journalism since joining the BBC in 1986 as a Production Trainee.

In an exclusive article for aspire, Mary Ann Sieghart interviews Nick Robinson about his childhood, education and just what it was that so successfully shaped his career.

There's a reassuringly Everyman quality to the balding, bespectacled Political Editor of the BBC, Nick Robinson. His voice still has a tinge of his Manchester roots. He exudes calm and common sense. He is clearly erudite but there's never a hint of condescension in his explanations of the intricacies of Westminster politics. If, as rumoured, he stands down after the general election next year, we'll all miss his wise musings on the big news bulletins.

So what's his story? Who inspired him along the way? And did he always want to be a broadcaster?

Robinson went to a school that started life as the Manchester Warehousemen and Clerks' Orphan School, set up in the Victorian era to educate children whose fathers had died. By the time he joined, at the age of eight, it had been renamed Cheadle Hulme School and had direct grant status – meaning that half its pupils paid fees and the other half, selected on academic merit, were educated for free. Robinson stayed there for another ten years.

'It was very socially mixed, and I liked that,' he recalls. 'I had the chance later to move to an independent school, but I stayed because I liked the mix – and the girls!' Cheadle Hulme also had a relaxed, rounded feel to it. Robinson enjoyed drama, and played a Communist commissar in a play called 'The Queen and the Rebels'; captained the school lacrosse team, where he was coached by a former England goalie; and did a lot of debating, led by his favourite (physics) teacher, Peter Bullock. 'That's probably the reason I'm in this job now,' he reckons.

He excelled academically, helped by parents with high expectations for him. Sometimes too high: 'When I got all As in one set of O levels, my mother's first response was, "That doesn't mean you'll get As in all your A levels." That was the first thing she said!' He did, mind you – four of them, in Maths, Physics, Chemistry and General Studies.

He always had a sneaking ambition to go into broadcasting

You might have expected him to go into a scientific career after that. But Robinson had sat a career aptitude test as a teenager. 'I went in thinking I wanted to be a lawyer, a journalist or a doctor and the test said I should be a lawyer, a journalist or a doctor. So I did science A levels just to keep more options open.'

He had always had a sneaking ambition to go into broadcasting since he met his best friend's father at the age of eight. This was Brian Redhead, a longstanding presenter of BBC Radio 4's Today programme. 'From a really young age, I knew this was what I wanted to do. It didn't seem such a wild idea because I knew him. If you don't know anyone like that, you're less likely to think, "These things will be open to me."'

Then, at a school careers fair, parents came in to talk about their jobs. There was a producer there from the BBC, so Robinson made a beeline for him. 'He said go to Oxford, get a First and get a Blue [represent Oxford in a sports team] and then if you're lucky they might interview you. I only managed the first of those three.'

He won a place at Oxford, but had a serious car crash and was forced to take a year off before going. He was in and out of hospital, so unable to travel. Instead he wrote to Piccadilly Radio, the local station, and asked for a week's work experience. It led to eight months' proper work, with lots of on-air reporting.

'There was bags of luck and quite a lot of chutzpah, but I didn't use any connections. The connection with Brian Redhead gave me the inspiration, but he had nothing to do with my further career. It was about having the self-belief that said I could write to someone and say, "Can I pop in and see you?"'

His advice to aspiring broadcasters now is not to write to on-air people like him, who are inundated with requests, but to find out who produces a favourite programme and contact him or her instead. 'They're much more likely to have the time and be flattered by the attention. You'll get a better strike rate.'

And what now for Robinson? Well, many are tipping him, after the election, as the next new presenter of the Today programme. It would be a peculiarly fitting end to an ambition that began when he was just an eight-year-old boy in Manchester talking to his best friend's dad.



Mary Ann Sieghart

Mary Ann spent 19 years as an Assistant Editor and columnist on The Times before leaving to pursue other interests. She is currently the chair of the Social Market Foundation and sits on the Council of Tate Modern.

IntoUniversity celebrates the launch of a centre in Walworth

This July, IntoUniversity celebrated the launch of its 11th centre in London, IntoUniversity Walworth, at Pembroke House. Our wide range of guests enjoyed speeches from Dr Rachel Carr, IntoUniversity Chief Executive, as well as from Fr David Evans, Warden of Pembroke House, Dr James Gardom, Dean of Pembroke College at the University of Cambridge and three IntoUniversity students.



Jusepy, a student at the Walworth centre, reads his speech for the guests of the launch.



Cllr Sunil Chopra, Mayor of Southwark, cuts the ribbon to launch IntoUniversity Walworth.

Insight

Leaving legacies to charities



Maeve Sinnott

Maeve interned at IntoUniversity's Head Office for 8 weeks from July – September 2014, on a Santander SME Internship Scholarship. She recently graduated with a first-class degree in History from the University of Oxford. At university, she co-founded a student think tank and, last summer, interned with The Humanitarian Centre in Cambridge.

Legacy giving within the charity sector has attracted increased attention over the past few years. Charitable donations from wills generate over £2 billion a year for UK charities, and they're on the rise: 12.2% of wills that went to probate in 2007 contained a charitable gift, whilst in 2012 this figure rose to 14.4%. Behind this upsurge lie tax changes, targeted campaigns and increased interest in the importance of the charitable sector.

Yet whilst a few major charities – such as Cancer Research and the National Trust – depend heavily on legacy income, most charities do not. Ten household name organisations receive over one-third of all legacies. Furthermore, whilst 74% of the UK population support a charity during their lifetime, only 7% will leave a charitable legacy. Many people die without writing a will. Others are simply unaware of the option of donating and its attractions.

A recent study highlighted this. Headed by Remember a Charity in partnership with the Cabinet Office, the study found that when a solicitor merely mentioned the possibility of a charitable donation, the number of people including one in their will rose from 5% to 10%. When asked if they felt passionate about a cause, uptake rose to 15%. Demonstrating that charitable legacies are for everyone is a crucial fundraising step, and could have significant implications for future charity sector income.

Tax changes introduced in April 2012 are helping to alter the culture of legacy giving. If an individual donates 10% of his/her net-value estate – that which is subject to inheritance tax – the tax rate on the remaining 90% of the estate will reduce from 40% to 36%. The threshold is £325,000 and £650,000 for a couple; whilst many people may not plan for inheritance tax, the rise in property values means more estates are falling into the taxable band.

Consider an example: a couple have an estate worth £750,000. If they leave their whole estate to individuals, inheritance tax of £40,000 will be payable; the heirs receive £710,000. If the couple give £10,000 to charity, the tax rate reduces to 36%, and the heirs receive £707,600. The gift has cost the heirs a little money – but only £2,400 to give away £10,000. The charitable cause can receive four times what it has cost the individuals.

One misconception is that legacies are only left by very wealthy people. In reality, many legators leave modest amounts and some have never previously financially supported their cause. Legacies are a great opportunity to make an impact for those who have had limited resources to support charities during their lifetime. They may have already made a pledge to a particular charity, and have the pleasure of knowing exactly what their future support will go towards.

The charitable cause can receive four times what it has cost the individuals

Various campaigns are aimed at encouraging legacy giving, such as the independent Legacy10, which runs alongside the tax changes, and the initiative Will Aid, which runs every November and takes charitable donations in place of solicitor fees. Analysts Legacy Foresight predict that as charities increasingly reach out to mid-level wealth households, the legacy market will shift towards smaller, fixed donations (pecuniary legacies) as opposed to residual legacies, often large portions of an estate.

The legacy market is an interesting reflection of socio-economic patterns, and the shifting UK demographic, the ageing baby boomer generation, will no doubt have an interesting impact on trends. Yet, at their essence, legacies are a means for individuals to support a cause they believe in. Although they are legally enshrined in wills, they are far more about life and opportunity.

Building confidence is the key to success



Melissa Cifci

Melissa took part in our Oxbridge Mentoring Scheme which supports students to fulfil the requirement of their university offer. She is currently in her third year at Pembroke College, Cambridge reading Human, Social and Political Sciences and recently returned to IntoUniversity to volunteer with Year 6 students at our Walworth centre.

How did you first hear about the programmes that IntoUniversity runs?

It was when I got my offer from Cambridge that I first heard about IntoUniversity. I attended a session on writing personal statements and found out about IntoUniversity's Oxbridge Mentoring Scheme. I was then paired with my mentor, Jason, a Cambridge graduate who currently works at Deutsche Bank. I never really knew anyone that had been to Cambridge and I didn't know what to expect at all but I knew that I could email him and ask him any questions I had - even questions like whether or not you should wear your gown when you matriculate. He gave me a snapshot of what it was like to be a Cambridge student.

How have you found your volunteering experience at the Walworth centre?

I knew I wanted to return to volunteer with IntoUniversity anyway and when I heard about this opportunity through Pembroke College it was perfect timing. I've volunteered four times over the school holidays for a few hours each day. It's been really nice to help out; the young people here are smart but they just need more confidence. At the end of the sessions a couple of them said, 'I feel a little bit more confident.' That's a good feeling as a volunteer.

What do you think are the main benefits of taking part in the IntoUniversity programme for the students here today?

I think most of all it gives them confidence because sometimes you don't really know if you're doing something right until you talk it through with someone else. A couple of the children I've worked with saw a question and they knew how to do it but they weren't sure if they were right. So it's just a question of asking, 'well how do you think you can do that question?' It's about building self-assurance and having a nice environment where you're not scared and you know you're not going to be judged.

Have you talked to any of the young people here today about university?

A lot of them want to go to university and do things like Engineering. When I was that age I would never have thought about what I wanted to do at university. When they found out I lived in Cambridge, they all told me that they had visited the University on a trip with IntoUniversity Walworth.

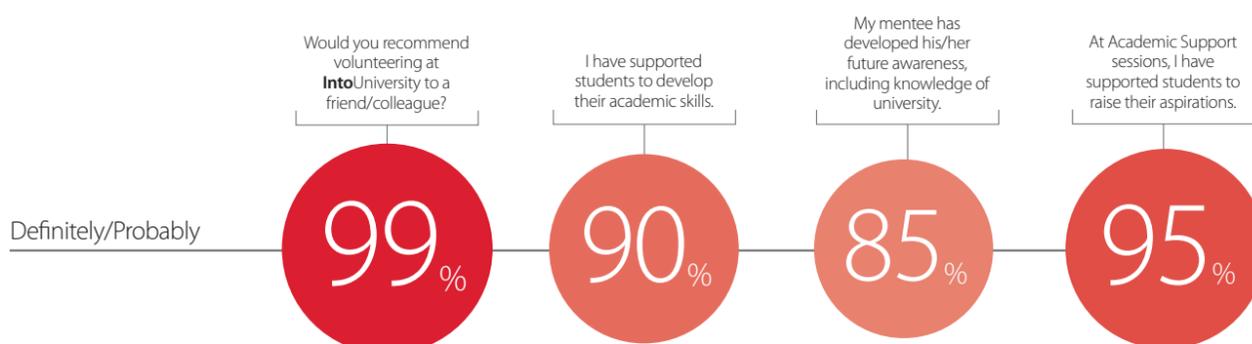
Are you enjoying Cambridge so far?

It took a while to adjust because it was completely different from what I'm used to, but now I'm settling in. I've actually started horse riding, it's something I've always wanted to try and there is a lot of open space in which to do it.

Any idea of what you might want to do after you finish university?

I've done some internships but I'm keeping my options open. My course is really broad so I'd be able to do lots of different things, like Engineering for example.

Feedback from IntoUniversity volunteers



After taking part in our programmes, we ask all volunteers to provide us with feedback about their experience. The graphic above demonstrates feedback from September 2012 – August 2013.

Spotlight

'I was the first person in my family to go to university... It gave me access to a whole series of opportunities that I couldn't have imagined.'



John Allan has been the Chair of Trustees at the DHL UK Foundation since 2011, having retired as Chief Financial Officer of Deutsche Post in 2009. John has had a long and varied career spanning marketing, finance and general management. The DHL UK Foundation recently made a generous three year grant to **IntoUniversity**, supporting the Secondary FOCUS programme delivery and the expansion of the charity in the coming years.

Please could you tell us a bit about your educational background?

My father was in the Navy, he retired when I was about 10 and we moved up to Scotland. This led me to attend a Scottish state school in Kirkcaldy, Fife and from there I went on to the University of Edinburgh. I was the first person in my family to go to university so it was a completely new experience for us all. I think I got there because my parents were very supportive and they wanted me to get the best education possible. It gave me access to a whole series of opportunities that I couldn't have imagined when I was a few years younger, so it really did open my eyes to the world.

So after university, where did you start your career?

I was lucky enough to be offered a graduate trainee place at Unilever so I went to work for them, specifically working in one of their subsidiary companies called Lever Brothers which was a manufacturer of products like detergents, soaps and washing powder. After a long and varied career I ended up as CEO of Exel, a global logistics company. In 2005, that corporation was acquired by Deutsche Post which was the parent company of DHL. I worked for Deutsche Post for about three and a half years, the last two of which were based in Germany as Chief Financial Officer, until I retired in the middle of 2009.

Could you please tell us a little bit about your involvement with the DHL UK Charitable Foundation?

About a month after I retired I was asked by some former colleagues if I would take on the chairmanship of the DHL UK Foundation, an independent charity with its own endowment but one that works very closely with the DHL companies in the UK to fulfil its mission. This mission is primarily focused on helping young people make the most of themselves, particularly young people from disadvantaged backgrounds. So I've been doing that now for about three years. The charity, the DHL Foundation, partly has its own funds which generate an income which we use to support worthwhile causes, but it also receives an annual grant from the DHL companies and occasional other grants from Deutsche Post. This was how we came to be able to fund and support **IntoUniversity**.

Does the DHL UK Foundation have a wider mission?

The Foundation does three things: first of all, we support a limited number of charities in as substantial a way as we can, which helps us to make a notable difference to each charity that we support. We work with The Outward Bound Trust, The Prince's Trust and now we're supporting **IntoUniversity**. Secondly we support a programme called TACS – Trucks and Child Safety – which is a road safety programme that works to prevent children being involved in accidents on the road. Given that the company we are associated with is intrinsically linked with transportation and trucks, it's a logical thing for us to do. Thirdly, we support a lot of individuals within DHL who are involved in local charities. We have a matched giving scheme that means when employees raise money for a local charity we will match and support it. Employee engagement is very important to us because we are able to provide not only funding but also employee volunteering to the charities we support. This allows employees to get involved and make a difference through their personal commitment.

What was it about IntoUniversity specifically that appealed to both you and the Foundation?

It started when I heard about the charity from someone and it seemed to me to be operating in the right areas; the charity was really helping young people to achieve their full potential. And then I came along and met **IntoUniversity's** Chief Executive Rachel Carr and heard first-hand about what **IntoUniversity** does; I thought what you were doing was just so incredibly worthwhile that if we possibly could, we ought to try to support it. I think what you do is inspiring because you're helping young people who've got talent and ability but may not know how best to achieve their goals. In a very practical and personal way you are working with them to help them to be the absolute best that they can. In summary, going to university made such a difference to my life that I think doing anything one possibly can to help and encourage other people to get the benefit of what I was lucky enough to experience is really worthwhile and important. That's why I'm so enthusiastic about what **IntoUniversity** is doing.

What do you personally see as the most pressing social issue in the UK?

IntoUniversity are doing really terrific work amongst lots of interested and motivated but perhaps otherwise disadvantaged young people. But who is going to address the issue of the young people who didn't have access to opportunities growing up and are no longer of school age? They are unsure about their prospects and are so obviously a huge part of our society. I don't think we've really found the answer to that social issue.



We would love to hear your feedback about *aspire*. To get in touch or to find out more about **IntoUniversity** please visit our website www.intouniversity.org, drop Sophie an email at sophie.count@intouniversity.org or call us on **020 7243 0242**.

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