



First Children's Finance

MICHIGAN CHILD CARE BUSINESS TRAININGS

Financial

Planning for the Future: Annual Budget and Cash Flow Projections

2 Hours

Family Providers

Course Level: 2

MiRegistry ID: 114656

Learn basic budgeting concepts. Explore income and expense sections of a budget. Discuss purpose of budgeting and the different types of budgets. Understand the purpose of projecting cash flow. Break down the sections of a cash flow statement. Analyze a child care business case study to identify strategies to manage cash flow. Identify strategies to manage cash flow using First Children's Finance business management resources.

Planning for the Future: Annual Budget and Cash Flow Projections

3 Hour

Center Directors

Course Level: 2

MiRegistry ID: 114657

Learn basic budgeting concepts. Explore income and expense sections of a budget. Discuss purpose of budgeting and the different types of budgets. Understand the purpose of projecting cash flow. Break down the sections of a cash flow statement. Analyze a child care business case study to identify strategies to manage cash flow. Identify strategies to manage cash flow using First Children's Finance business management resources.

Planning for the Future: Accounting and Financial Statements

2 Hours

Family Providers

Course Level: 2

MiRegistry ID: 144583



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Learn basic accounting terms and review commonly used financial statements. Break down sections of an income and expense statement, a cash flow statement, and a balance sheet. Analyze a case study to determine financial health of a child care business. Identify strategies of how to use financial statements to inform business decisions.

Planning for the Future: Accounting and Financial Statements

3 Hours

Center Directors

Course Level: 2

MiRegistry ID: 114654 – Renewed 1.31.24: 150971

Learn basic accounting terms and review commonly used financial statements. Break down sections of an income and expense statement, a cash flow statement, and a balance sheet. Analyze a case study to determine financial health of a child care business. Identify strategies of how to use financial statements to inform business decisions.

Developing Scholarship and Tuition Assistance Programs

3 Hours

Center Directors

Course Level: 2

MiRegistry ID: 146655

Identify practical strategies for establishing a tuition assistance program. Explore how to establish an internal scholarship model for low-income families. Understand how to balance quality child care and level of financial risk to the child care business model. Learn about child care subsidies available through the state of Michigan.

When Tuition is Not Enough: Fundraising for your Child Care Center

2 Hours

Center Directors

Course Level: 1

MiRegistry ID: 114666

Center directors know that the income generated by tuition isn't always enough to make ends meet. Participants in this session will increase their understanding of the six basic principles of fundraising for child care programs and identify initial strategies for a child care center fund development plan.



First Children's Finance

Separating Your Family Child Care Finances from Your Personal Finances

2 Hours

Family Providers

Course Level: 1

MiRegistry ID: 143963

Learn basic tools to separate business and personal finances. Learn to utilize computer and file systems to organize financial documents. Develop a business budget.

Precision Pricing for your Family Child Care

2 Hours

Family Providers

Course Level: 1

MiRegistry ID: 143961

Explore the current state of child care and the factors that contribute to child care business challenges. Complete a SOAR analysis. Understand the process for pricing your business services. Identify strategies to increase your business acumen.

Precision Pricing for your Child Care Center

2 Hours

Center Directors

Course Level: 1

MiRegistry ID: 143985

Explore the current state of child care and the factors that contribute to child care business challenges. Complete a SOAR analysis. Understand the process for pricing your business services. Identify strategies to increase your business acumen.

Marketing

Developing a Marketing Plan for your Child Care Center

3 Hours

Center Directors

Course Level: 2



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MiRegistry ID: 114535

Learn basic marketing principles and concepts. Complete an environmental scan. Identify features and benefits of a child care program. Analyze child care competitors. Identify strategies to build an effective message. Define target market to secure future enrollment. Learn how to use marketing principles to secure community partnerships.

Developing a Marketing Plan for Your Family Child Care Business

2 Hours

Family Providers

Course Level: 2

MiRegistry ID: 114476

Learn basic marketing principles and concepts. Complete an environmental scan. Identify features and benefits of your child care program. Analyze child care competitors. Identify strategies to build an effective message. Define target market to secure future enrollment. Learn how to use marketing principles to secure community partnerships.

Management

Quality Staffing for Your Child Care Center

3 Hours

Center Directors

Course Level: 2

MiRegistry ID: 146656

Learn the three phases of employee recruitment, hiring and retention. Analyze current hiring and employee retention processes. Identify strategies to recruit qualified teachers. Review best practices for hiring new employees. Understand the importance of a holistic employee orientation process. Develop strategies to increase staff leadership development.

Policies and Practices for Child Care Business Management

2 Hours

Center Directors

Course Level: 2

MiRegistry ID: 146533



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Learn how to effectively implement policies, procedures, and systems that support stable program operations. Identify and examine how to organize and create standard policies and procedures manual for their program.

Developing a Child Care Center Policy and Procedures Manual for Parents

2 Hours

Center Directors

Course Level: 2

MiRegistry ID: 144584

Explore the primary components of a Child Care Center Policy and Procedure Manual for parents. Identify gaps and opportunities for creating or updating your existing Policy and Procedure manual for parents.

Policies and Practices for Family Child Care Providers

2 Hours

Family Providers

Course Level: 1

MiRegistry ID: 143977

Family childcare providers will gain a better understanding of the importance of strong policies for your business. You will learn how to create your own policy manual and contract or revise what you have to increase its effectiveness. Finally, you will learn strategies to help with enforcing your policies.

Injecting Quality into your Family Child Care Business

2 Hours

Family Providers

Course Level: 2

MiRegistry ID: 114545

Explore new opportunities for quality in your individual professional development, program offerings, and business operations. Using the case study of Angie's Daycare – walk through Angie's own evaluation of where she is at and how she can improve her outcomes with quality.

Start Up Boot Camp – “Starting and Running a Successful Child Care Business”

3 hours

Family Providers/Center Directors

Course Level: 1

MiRegistry ID: 147900

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Updated 11/2021



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Develop the basic skills of starting and running a successful child care business. Learn the skills needed to refine your child care business idea, manage finances, develop a budget, create a marketing plan, and identify business policies that contribute to sustainability and growth of the child care business. Explore the basic business concepts through a hands-on approach using case studies, individual exercises, group exercises, and classroom discussions.

Writing A Child Care Business Plan – Session 1

2 hours

Center & Family Providers

Course Level: 1

MiRegistry ID: FCC-144156; CCC-144155

Learn basic business plan principles and concepts. Complete an environmental scan. Research the market area and child care need, identify features and benefits of child care program. Analyze child care competitors. Identify strategies to build an effective message. Define target market to secure future enrollment. Learn how to use marketing principles to secure community partnerships. Participants need to complete session one to receive credit for session one.

Writing A Child Care Business Plan – Session 2

2 hours

Center & Family Providers

Course Level: 1

Session 2 will build upon session 1 to develop basic business plan principles and concepts. Participants will develop a description of the individual child care business. Identify the objectives of their business plan and brainstorm what is needed for their operations to be included in their business plan. Participants need to complete session one and two to receive develop credit.

Writing A Child Care Business Plan – Session 3

2 hours

Center & Family Providers

Course Level: 1



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Session 3 will build upon session 1 and session 2 to develop basic business plan principles and concepts. Participants will complete the ground work of the business plan on financial management and leadership. Participants need to complete all three sessions to receive develop credit.

Managing Enrollment in your Child Care Center

2 hours

Center Directors

Course Level: 1

MiRegistry ID: 143962

Learn how to understand enrollment in a child care center and develop your skills to create realistic enrollment projections and how to track current enrollment and future openings. Create action steps to maintain and grow enrollment.

Crisis Management

Re-opening Your Child Care Program after a Crisis – Session 1

2 hours

Family Providers

Center Directors

Course Level: 1

Identify state regulatory guidelines for keeping children, families, and staff safe as you prepare for the re-opening of a child care program after a crisis. Analyze your child care business to identify strategies to manage cash flow using First Children's Finance business management resources.

Re-opening Your Child Care Program after a Crisis – Session 2

2 hours

Family Providers

Center Directors

Course Level: 1

Learn basic marketing principles and concepts during a crisis. Define your target market and ways to secure families for future enrollment. Develop strategies on communicating with families and staff during a crisis. Participants need to complete session one prior to session two.



First Children's Finance

Business Leadership Cohort

Family Child Care Business Leadership Cohort

8 training hours

Family Providers

Course Level: 2

MiRegistry ID: 144156

The Business Leadership Cohort from First Children's Finance provides family child care program leaders with the opportunity to learn about the basics of business related to their child care program. The program includes four group cohort sessions and two individual consultation meetings. Providers must attend ALL training sessions and both Relationship Based Professional Development (RBPD) individual consultations to receive the Business Leadership Credential and the Business Leadership training hours and RBPD hours.

1. Enrollment Management and Marketing
2. Financial Management
3. Financial Analysis Individual Consult #1
4. Policy Business Round Table
5. Develop a Plan of Action
6. Goal Setting Individual Consult #2

Center Director Business Leadership Cohort

12 training hours

Center Directors

Course Level: 2

MiRegistry ID: 144155

The Business Leadership Cohort program from First Children's Finance provides center directors and other program leaders with the opportunity to learn about the basics of business related to their child care program. The program includes four group cohort sessions and two individual consultation meetings. Providers must attend ALL training sessions and both Relationship Based Professional Development (RBPD) individual consultations to receive the Business Leadership Credential and the Business Leadership training hours and RBPD hours.

1. Enrollment Management and Marketing
2. Financial Management



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3. Financial Analysis Individual Consult #1
4. Staffing
5. Develop a Plan of Action
6. Goal Setting Individual Consult #2

Combo FCC/CCC- Business Leadership Cohort

8-12 training hours

Center Directors & Family Providers

Course Level: 2

MiRegistry ID: FCC- 144156; CCC- 144155

The Business Leadership Cohort program from First Children's Finance provides center directors, family providers and other program leaders with the opportunity to learn about the basics of business related to their child care program. The program includes four group cohort sessions and NO-COST individual consultation meeting. Providers must attend ALL training sessions and individual consultation to receive the Business Leadership training hours.

1. Enrollment Management and Marketing
2. Financial Management
3. Financial Analysis/Goal Setting -Individual Consult
4. Staffing
5. Develop a Plan of Action/Policy Business Round Table