



# First Children's Finance

## FREE Web-Based Fall 2022 Develop Approved Training Opportunities

**SEPT 19**

**Web-Based – Separating your Family Child Care Finances  
from your Personal Finances**

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

**6:30pm – 8:30pm**  
**Event ID: 388414**

**SEPT 20**

**Web-Based – Developing A Child Care Center  
Policies & Procedures Manual for Parents**

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.

**1:00pm – 3:00pm**  
**Event ID: 388417**

**SEPT 26**

**Web-Based – Policies & Practices Management for your Family Child Care**

Family child care 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.

**6:30pm – 8:30pm**  
**Event ID: 388419**

**OCT 4**

**Web-Based – Developing A Marketing Plan for Child Care Centers**

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.

**11:0am – 2:00pm**  
**Event ID: 388422**

Additional Trainings & Registration information on the next page

These trainings were made possible by generous funding from:





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**OCT 18**

**Web-Based - Managing Enrollment in your Child Care Center**

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.

**10:00am -12:00pm**

**Event ID: 388436**



**OCT 26**

**Web-Based - Injecting Quality into your Family Child Care Business**

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.

**6:30pm - 8:30pm**

**Event ID: 388487**



**NOV 2**

**Web-Based - Quality Staffing for your Child Care Center**

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.

**9:30am-12:30pm**

**Event ID: 388439**



**NOV 16**

**Web-Based - Precision Pricing For your Child Care Center**

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.

**1:00pm-3:00pm**

**Event ID: 388443**



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## FREE Web-Based Fall 2022 Develop Approved Training Opportunities

**NOV 28**

**Web-Based - Exploring Specialized Child Care**

Explore the current state of child care and the factors that contribute to child care business challenges. Complete an environmental scan. Understand the process for conversion to a specialized family child care business model. Identify strategies to develop a specialized financial business model.

**6:30pm - 8:30pm**  
**Event ID: 388444**



**DEC 5 & 12**

**Web-Based - "Start Up Boot Camp"  
Starting & Running a Successful Child Care Business**

This class is two sessions of 2 hours each.

**Participants must attend both sessions to receive Develop credit.**

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.

**6:30pm - 8:30pm**  
**Event ID: 388449**



Please use the Develop Event ID number to register for any of the trainings:  
<https://app.developtoolmn.org/v7/trainings/search>

Contact [infoMN@firstchildrensfinance.org](mailto:infoMN@firstchildrensfinance.org) with questions.