First Children’s Finance

FREE Web-Based Winter/Spring 2023
Develop-Approved Training Opportunities

**JAN 9**

**Web-Based – Financial Basics & Taxes for your Family Child Care**

Learn basic financial terms, and about income and expenses for your childcare business. Review the forms and schedules involved in tax preparation, how to organize your records and more. Learn and discover practical tools that will help keep your business taxes organized and make the process simpler.

6:30pm –8:30pm  
Event ID: 394895

**JAN 11**

**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: 394612

**JAN 12**

**Web-Based – Planning for the Future: Accounting & Financial Statements for your Child Care Center**

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.

9:30am –12:30 pm  
Event ID: 394613

**JAN 23, 30 & FEB 6**

**Web Based – Writing a Business Plan**

This class is a three session series of 2 hours each. Participants are encouraged to attend all three sessions.

Participants will learn the basic business principles and concepts of writing a business plan. Complete an environmental scan. Research the market area and child care need, and 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. Develop a description of the individual child care business and identify objectives of the business plan. Complete the groundwork of the business plan on financial management and leadership.

6:30 pm–8:30pm  

Jan 23 Event ID: 394615  
Jan 30 Event ID: 394616  
Feb 6 Event ID: 394617

Additional Trainings & Registration information on the next page

These trainings were made possible by generous funding from:
First Children’s Finance

**JAN 25**

**Web-Based – Precision Pricing For your Family Child Care**
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.

6:30pm - 8:30pm
Event ID: 394618

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**JAN 26**

**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.

9:30am -11:30am
Event ID: 394619

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**FEB 9**

**Web-Based – Exploring Specialized Family 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: 394620

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**FEB 13**

**Web-Based – Financial Basics and Tax Training for Family Child Care**
Learn basic financial terms, and about income and expenses for your childcare business. Review the forms and schedules involved in tax preparation, how to organize your records and more. Learn and discover practical tools that will help keep your business taxes organized and make the process simpler.

6:30pm – 8:30pm
Event ID: 394896

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**FEB 23**

**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: 394621

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Additional Trainings & Registration information on the next page

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**Web-Based – Planning for the Future: Annual Budget & Cash Flow for your Family Child Care**

**MAR 13**

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. Identify strategies to manage cash flow using First Children’s Finance business management resources.

6:30pm – 8:30pm
Event ID: 394622

**Web-Based – Planning for the Future: Annual Budget & Cash Flow for your Child Care Center**

**MAR 14**

Learn basic budgeting concepts. Explore income and expense sections of a budget. Discuss the 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.

9:30am – 12:30pm
Event ID: 394623

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

**MAR 20**

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.

6:30pm – 8:30pm
Event ID: 394624

**Web-Based – Policies and Practices for your Child Care Center**

**MAR 23**

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.

1:00pm – 3:00pm
Event ID: 394625

Additional Trainings & Registration information on the next page
First Children’s Finance

**APR 13**  
**Web-Based - When Tuition is Not Enough: Fundraising for your Child Care Center**

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.

1:00pm – 3:00pm  
Event ID: 394626

**APR 17 & 24**

**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: 394627

**APR 20**

**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: 394628

**APR 25**

**Web-Based - Annual Budget & Cashflow for your Family Child Care**

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.

6:30pm – 8:30pm  
Event ID: 394629

**APR 27**

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

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.

6:30pm – 8:30pm  
Event ID: 394630

Additional Trainings & Registration information on the next page

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**MAY 22**  
Web-Based – Developing Scholarship & Tuition Assistance Programs for your Child Care Center

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.

1:00pm – 4:00pm  
Event ID: 394631

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**MAY 24**  
Web-Based – Developing A Childcare Center Policy & 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.

9:00am – 11:00am  
Event ID: 394632

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Please use the Develop Event ID number to register for any trainings here:  
[https://app.developtoolmn.org/v7/trainings/search](https://app.developtoolmn.org/v7/trainings/search)

Contact infoMN@firstchildrensfinance.org with questions.

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