





## FEBRUARY & MARCH 2023

**\*All trainings and webinars are virtual\***

For additional information go to [www.firstchildrensfinance.org/Michigan](http://www.firstchildrensfinance.org/Michigan) or [infoMI@firstchildrensfinance.org](mailto:infoMI@firstchildrensfinance.org)

### 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.

- Feb 27**, 12-2pm [https://us06web.zoom.us/meeting/register/tZAudOisqzkuGNQcfshm8\\_fBzycrV2JBJlz](https://us06web.zoom.us/meeting/register/tZAudOisqzkuGNQcfshm8_fBzycrV2JBJlz)
- Feb 27**, 6:30-8:30pm <https://us06web.zoom.us/meeting/register/tZYvf-CprzsqE9cLc2Enm8VSsipIB0URom04>
- Feb 28**, 12-2pm <https://us06web.zoom.us/meeting/register/tZwpde6vqDioGdMfwLo8HA4mo3I5DbKuuFu0>
- Feb 28**, 6:30-8:30pm <https://us06web.zoom.us/meeting/register/tZ0pcu-gpzsvHddJzNprYNg-Irjekt0fc40I>
- Mar 15**, 6:30-8:30pm <https://us06web.zoom.us/meeting/register/tZAqdeyqpzrwjHde5BqOb2owIIEQnFHKHL8cm>

### Precision Pricing for your Child Care Center

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

- Mar 16**, 12-2pm <https://us06web.zoom.us/meeting/register/tZUodu-qqjMoHNIW5etjy2zuL6TxRoITZire>
- Mar 27**, 12-2pm <https://us06web.zoom.us/meeting/register/tZ0scOupqDstHdIGbpVOPvchBjrrOvckzep>

