

# FEBRUARY & MARCH 2023

\*All trainings and webinars are virtual\*
For additional information go to www.firstchildrensfinance.org/Michigan or infoMl@firstchildrensfinance.org

# TRAININGS FOR FAMILY/GROUP

## **Precision Pricing For your Family Child Care**

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.

Feb 1, 12-2pm https://us06web.zoom.us/meeting/register/tZEpceqrrTorH9JtQsQZ0MYds1JaWkR1WFrU

## 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.

Feb 14, 12-2pm https://us06web.zoom.us/meeting/register/tZMscuGupzorH9zREBbC5unQFaHnh\_KO2zji
Feb 15, 6-8pm https://us06web.zoom.us/meeting/register/tZcuf--spj4sH9H27ETEmPSeKalSnIVEzlok
Mar 27, 6:30-8:30pm https://us06web.zoom.us/meeting/register/tZYkcOihpjMoH9IrG\_xS1mPorRGz1vvgES87

# Policies and Practices for Family Child Care Providers

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.

https://us06web.zoom.us/meeting/register/tzElcuispj4oH9Ms-Rw\_xJoBKiAxn4r\_LM5H

Mar 1, 6:30-8:30

https://us06web.zoom.us/meeting/register/tzOsfu-tpj4pGNJbUEYzW8RyVFNaYEaBWBvf

Mar 14, 6-8pm

https://us06web.zoom.us/meeting/register/tzMkc-2qqzktGtO5H-vnsBx9K8F12O5feULv

https://us06web.zoom.us/meeting/register/tzAqd-6hrTkpHNEeQ2ur20-zHnGSa4\_ctSKN

Mar 28, 6:30-8:30pm

https://us06web.zoom.us/meeting/register/tzWtf-6qqT8uH9fQLild0i3X-bV5Q4ogQq3Cz

#### TRAININGS FOR CENTER 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.

Feb 9, 12-2pm https://us06web.zoom.us/meeting/register/tZwocuqqrDosHt2hxjkaeNiB-wb3kmEbmXj0
Feb 27, 12-2pm https://us06web.zoom.us/meeting/register/tZYrcuiurTgjHNEf\_5DGaq\_Wz7y6MzbgZndT
Mar 9, 12-2pm https://us06web.zoom.us/meeting/register/tZUld-mpqTMtGdfazqegRqN2EMk8qM3GNKXR





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# 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, 12-2pmhttps://us06web.zoom.us/meeting/register/tZAudOisqzkuGNQcfshm8\_fBzycreV2JBJIzFeb 27, 6:30-8:30pmhttps://us06web.zoom.us/meeting/register/tZYvf-CprzsqE9cLc2Enm8VSsipIB0URom04Feb 28, 12-2pmhttps://us06web.zoom.us/meeting/register/tZwpde6vqDloGdMfwLo8HA4mo3I5DbKuuFu0Feb 28, 6:30-8:30pmhttps://us06web.zoom.us/meeting/register/tZ0pcu-gpzsvHddJzNprYNg-Irjekt0fc40IMar 15, 6:30-8:30pmhttps://us06web.zoom.us/meeting/register/tZAqdeyqpzwjHde5BqOb2owIIEQnFHKHL8cm

# **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-qqjMoHNIW5etjy2zuL6TxRolTZire

Mar 27, 12-2pm https://us06web.zoom.us/meeting/register/tZ0scOupqDstHd1GbpVOPvchBjbrrOvckzep

