



Business Leadership Cohort

Home Programs

Thursdays, January 4, 11, 18, and 25

6:00-8:00 pm Event ID: 8 Hours

The Business Leadership Cohort program from First Children's Finance provides Home based providers and educators 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 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

Planning for the Future Annual Budget and Cash Flow Projections

Center Programs

Tuesday, January 9

6:00-9:00 pm Event ID: 3 Hours

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

Center Programs

Tuesday, January 23

6:00-9:00 pm Event ID: 3 Hours

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.



Business Leadership Cohort

Center Programs

Thursdays, February 8, 15, 22, and 29

6:00-9:00 pm Event ID: 12 Hours

The Business Leadership Cohort program from First Children's Finance provides Center based providers and educators 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 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

Precision Pricing for your Program

Home Programs

Tuesday, February 6

6:00-8:00 pm Event ID: 2 Hours

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.

Separating Your Child Care Finances from your Personal Finances

Home Programs

Tuesday, February 20

6:00-8:00 pm Event ID: 2 Hours

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



Startup Bootcamp –“Starting and Running a Successful Child Care Business

[Center Programs](#)

[Home Programs](#)

Thursday, March 7

6:00-9:00 pm Event ID: 3 Hours

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 polices 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.

Business Planning Workshop

[Center Programs](#)

[Home Programs](#)

Thursday, March 14, 21, and 28

6:00-8:00 pm Event ID: 6 Hours

1. Session 1 will focus on learning 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.
2. 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.
3. 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 MiRegistry credit.



Developing a Child Care Center Policy and Procedures Manual for Parents

Center Programs

Tuesday, March 5

6:00-8:00 pm Event ID: 2 Hours

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 Child Care Business Management

Center Programs

Tuesday, March 5

6:00-8:00 pm Event ID: 2 Hours

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.

Register for training events at MiRegistry.Org