

# Join Us!

## Business Leadership Cohort Program



Web-Based Training

Winter/Spring 2026 – Family Child Care

The Business Leadership Cohort program from First Children's Finance provides family child care program leaders the opportunity to learn basics of business related to their child care program. The free program includes four group cohort sessions and two individual consultations over 2–3 months. Upon completion, participants will receive the Business Leadership Credential.

### Schedule

#### Session 1

The first session includes an overview of the child care industry from a business vantage point and allows participants to delve into the world of enrollment management and how it impacts operations. Participants examine the keys to developing an engaging marketing message.

#### Session 2

Understanding and managing the finances of a child care operation is critical to long-term viability and sustainability. Participants learn the basics of finance and financial statements.

#### Individual Consultation 1

The individual business consultation allows participants to examine their individual business by classroom and overall operations. FCF and the participant discuss opportunities/challenges.

#### Session 3

Participants take part in a business roundtable discussion on wide-ranging topics such as rate structure, contracts and policies, and managing difficult conversations with families.

#### Session 4

Not having a good plan is a barrier to success. Participants pull learning from previous sessions and apply it to development of program goals and related action to meet those goals.

#### Individual Consultation 2

Participants are provided a second consultation to follow up on business analysis and goals.



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**Winter/Spring 2026 – Family Child Care****Parent Aware Points for Indicator**

Upon completing the Business Leadership Cohort, the lead family child care provider or center director will earn the Business Leadership Credential for leading and managing an early care and education program. The Business Leadership Credential will appear on the provider's Develop learning record as 3 points for indicator p1 3a. specialized credential. The Business Leadership Credential will remain on learning records as long as the provider is in the field of child care.

**Attendance Is Mandatory**

Participants are required to attend all four training sessions and two one-on-one consultations within the cohort to receive Develop training credit, Relationship Based Professional Development (RBPDP) credit, and the Business Leadership Credential. The two consultations are a Financial Analysis and a SMART Goals planning session.

**Approved Credits**

After completion, family child care providers will receive 8 Develop training hours and 2-4 RBPDP credit hours.

**Multiple Offerings:**

Business Leadership Cohorts are offered virtually throughout 2026. If the dates below do not work, watch for more opportunities.

**Limited Spots Available**

Each cohort is limited to 12 participants.



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**Mondays**

6:30–8:30 pm

January 12

January 26

February 9

February 23

**Register**

(Develop Event ID: 452719)

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**To register for a cohort**, click the **Register button** or log into your **Develop** account and search the **Event ID**.

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



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