

Empowering Child Care With **FREE** Professional Development Training

 Web-Based Trainings

January - March 2026

First Children's Finance has great business planning and professional development opportunities available from January-March 2026. These training sessions and Business Leadership Cohorts can help provide you with the tools and knowledge to make your business more successful!

FCF also offers 1-on-1 consulting to child care businesses! Our consulting services focus on the essential business components necessary to create and maintain high-quality child care businesses. Whether you need help with day-to-day operations or want to plan a strategic future for your business, we have the ability to assess your unique circumstances and work through the decisions with you.

[Learn More - Email Us!](#)

STATEWIDE OFFERINGS

[Register](#)

Quality Staffing for Your Child Care Center

February 10 | 6-9 pm (3 MiRegistry training hours; MiRegistry Event ID: 187078)

Learn the three phases of employee recruitment, hiring and retention. Analyze current hiring and employee retention processes. Identify strategies to recruit qualified teachers. Review best practices for hiring new employees. Understand the importance of a holistic employee orientation process. Develop strategies to increase staff leadership development.

[Register](#)

Developing Scholarship and Tuition Assistance Programs

March 26 | 12:30-3:30 pm

(3 MiRegistry training hours; MiRegistry Event ID: 187082)

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.

To register for a training, click the Register button or log into your MiRegistry account and search using the Event ID.

[Questions? - Email Us!](#)



First Children's Finance
firstchildrensfinance.org/michigan

DETROIT-BASED OFFERINGS (Funding provided by the JPMorgan Chase Foundation)

[Register](#)

When Tuition Is Not Enough: Fundraising for Your Child Care Center

January 22 | 12:30-2:30 pm (2 MiRegistry training hours; MiRegistry Event ID: 187076)

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.

[Register](#)

Business Leadership Cohort Series for Child Care Centers

6-9 pm (12 MiRegistry training hours; MiRegistry Event ID: 187083)

(Session 1) **January 15** (Session 3) **February 19**

(Session 2) **January 29** (Session 4) **February 26**

The Business Leadership Cohort program from First Children's Finance provides center directors and other program leaders with the opportunity to learn about the basics of business related to their child care program. The program includes four group cohort sessions and two individual consultation meetings. Providers must attend ALL training sessions and both Relationship Based Professional Development (RBPD) individual consultations to receive the Business Leadership Credential and the Business Leadership training hours and RBPD hours.

Enrollment Management and Marketing | Financial Management | Financial Analysis Individual Consult #1
Staffing | Develop a Plan of Action | Goal Setting Individual Consult #2

SOUTHEAST MICHIGAN-BASED OFFERINGS (Wayne, Oakland and Macomb counties)

[Register](#)

Separating Your Home-Based Child Care Finances from Your Personal Finances

January 6 | 12:30-2:30 pm (2 MiRegistry training hours; MiRegistry Event ID: 187074)

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

[Register](#)

Precision Pricing for Your Home-Based Child Care Program (In-Person Training)

February 11 | 6-8 pm (2 MiRegistry training hours; MiRegistry Event ID: 187681)

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.

IMPORTANT! This is an in-person training event (Details will be emailed after registration.)

Training Location: 19966 Livernois, Detroit, MI 48221

[Register](#)

Developing a Marketing Plan for Your Home-Based Child Care Program

March 10 | 12:30-2:30 pm (2 MiRegistry training hours; MiRegistry Event ID: 187081)

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.

[Register](#)

Business Leadership Cohort Series for Home-Based Child Care Programs

12:30-2:30 pm (8 MiRegistry training hours; MiRegistry Event ID: 187084)

(Session 1) **March 4** (Session 3) **April 8**

(Session 2) **March 18** (Session 4) **April 15**

The Business Leadership Cohort from First Children's Finance provides family child care program leaders with the opportunity to learn about the basics of business related to their child care program. The program includes four group cohort sessions and two individual consultation meetings. Providers must attend ALL training sessions and both Relationship Based Professional Development (RBPD) individual consultations to receive the Business Leadership Credential and the Business Leadership training hours and RBPD hours.

Enrollment Management and Marketing | Financial Management | Financial Analysis Individual Consult #1
Staffing | Develop a Plan of Action | Goal Setting Individual Consult #2