



First Children's Finance

FREE Web-Based Winter/Spring 2023 Develop-Approved Training Opportunities

JAN 9

Web-Based – Financial Basics & Taxes for your Family Child Care

Learn basic financial terms, and about income and expenses for your childcare business. Review the forms and schedules involved in tax preparation, how to organize your records and more. Learn and discover practical tools that will help keep your business taxes organized and make the process simpler.

6:30pm –8:30pm

Event ID: 394895

JAN 11

Web-Based – 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.

6:30pm –8:30pm

Event ID: 394612

JAN 12

Web-Based – Planning for the Future: Accounting & Financial Statements for your Child Care Center

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.

9:30am –12:30 pm

Event ID: 394613

**JAN 23, 30 &
FEB 6**

Web Based – Writing a Business Plan

This class is a three session series of 2 hours each.

Participants are encouraged to attend all three sessions.

Participants will learn the basic business principles and concepts of writing a business plan. Complete an environmental scan. Research the market area and child care need, and 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. Develop a description of the individual child care business and identify objectives of the business plan. Complete the groundwork of the business plan on financial management and leadership.

6:30 pm–8:30pm

**Jan 23 Event ID:
394615**

**Jan 30 Event ID:
394616**

**Feb 6 Event ID:
394617**

Additional Trainings & Registration information on the next page

These trainings were made possible by generous funding from:





First Children's Finance

JAN 25

Web-Based – Precision Pricing For your Family Child Care

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.

6:30pm – 8:30pm

Event ID: 394618

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JAN 26

Web-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.

9:30am – 11:30am

Event ID: 394619

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FEB 9

Web-Based – Exploring Specialized Family Child Care

Explore the current state of child care and the factors that contribute to child care business challenges. Complete an environmental scan. Understand the process for conversion to a specialized family child care business model. Identify strategies to develop a specialized financial business model.

6:30pm – 8:30pm

Event ID: 394620

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FEB 13

Web-Based – Financial Basics and Tax Training for Family Child Care

Learn basic financial terms, and about income and expenses for your childcare business. Review the forms and schedules involved in tax preparation, how to organize your records and more. Learn and discover practical tools that will help keep your business taxes organized and make the process simpler.

6:30pm – 8:30pm

Event ID: 394896

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FEB 23

Web-Based – Injecting Quality into your Family Child Care Business

Explore new opportunities for quality in your individual professional development, program offerings, and business operations. Using the case study of Angie's Daycare – walk through Angie's own evaluation of where she is at and how she can improve her outcomes with quality.

6:30pm – 8:30pm

Event ID: 394621

Additional Trainings & Registration information on the next page

These trainings were made possible by generous funding from:





First Children's Finance

Web-Based –Planning for the Future: Annual Budget & Cash Flow for your Family Child Care

MAR 13

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. Identify strategies to manage cash flow using First Children's Finance business management resources.

6:30pm – 8:30pm

Event ID: 394622

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Web-Based – Planning for the Future: Annual Budget &Cash Flow for your Child Care Center

MAR 14

Learn basic budgeting concepts. Explore income and expense sections of a budget. Discuss the 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.

9:30am – 12:30pm

Event ID: 394623

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Web-Based – Developing A Marketing Plan for Family Child Care

MAR 20

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.

6:30pm – 8:30pm

Event ID: 394624

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Web-Based – Policies and Practices for your Child Care Center

MAR 23

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.

1:00pm – 3:00pm

Event ID: 394625

Additional Trainings & Registration information on the next page

These trainings were made possible by generous funding from:





First Children's Finance

APR 13

Web-Based – 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.

1:00pm – 3:00pm

Event ID: 394626

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APR 17 & 24

Web-Based – "Start Up Boot Camp" Starting & Running a Successful Child Care Business

This class is two sessions of 2 hours each.

Participants must attend both sessions to receive Develop credit.

Learn the skills needed to refine your child care business idea, manage finances, develop a budget, create a marketing plan, and identify business policies that contribute to sustainability and growth of the child care business.

6:30pm – 8:30pm

Event ID: 394627

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APR 20

Web-Based – 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.

6:30pm – 8:30pm

Event ID: 394628

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APR 25

Web-Based – Annual Budget & Cashflow for your Family Child Care

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.

6:30pm – 8:30pm

Event ID: 394629

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APR 27

Web-Based – Precision Pricing For your Family Child Care

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.

6:30pm – 8:30pm

Event ID: 394630

Additional Trainings & Registration information on the next page



First Children's Finance

MAY 22

Web-Based – Developing Scholarship & Tuition Assistance Programs for your Child Care Center

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.

1:00pm – 4:00pm

Event ID: 394631



MAY 24

Web-Based – Developing A Childcare Center Policy & Procedures Manual for Parents

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.

9:00am – 11:00am

Event ID: 394632



Please use the Develop Event ID number to register for any trainings here:

<https://app.developtoolmn.org/v7/trainings/search>

Contact infoMN@firstchildrensfinance.org with questions.

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