



First Children's Finance

家庭托儿业务领导系列培训

First Children's Finance的业务领导系列培训课程为家庭托儿课程项目业主提供了了解与其托儿课程项目相关的商业概念的机会。该课程包括四次系列培训和两次个别咨询会议。

第 1 节： 营销您的托儿服务

第一节课包括从商业角度对托儿服务行业的概述，使参与者能够深入了解招生管理全貌及其对运营的影响。此外，参与者还将研究开发吸引人的信息以支持其营销工作的关键要素。

第 2 节： 托儿机构财务

了解并管理托儿机构的财务是长期生存和可持续性的关键方面。在这节课中，参与者将学习财务基础知识，并将新的知识应用于管理各种情景和实际审查财务报表。

第1次个别咨询

作为业务领导系列培训课程的一部分提供的个人业务咨询使参与者能够审查其各自的业务和整体运营情况。作为咨询的一部分，First Children's Finance和参与者将讨论和审查与业务相关的任何潜在机会或挑战。

第 3 节： 分析您的托儿业务

在第3节课中，参与者通过将其自己的业务分析报告与 First Children's Finance 数据进行比较，以了解其自己的业务与其他家庭托儿业务的比较情况，从而了解业务分析的功绩。参与者还将参加业务圆桌讨论，讨论广泛的主题，例如费率结构、合同和政策，并与如何与所服务的家庭进行艰难的对话。

第 4 节： 项目规划

没有制定良好的计划是实现成功的最大障碍之一。在最后一节课中，参与者将总结之前课程中所学的知识，并将其应用于制定课程项目的目标以及实现这些目标的相关行动。

第2次个别咨询

参与者将获得第二次咨询，以跟进其业务分析和课程项目的目标，并完成其业务计划。

系列培训将提供 8 个小时的培训！

要获得参加系列培训的资格，提供商必须通过以下链接提交申请。 [点击此处](#)



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Family Child Care Business Leadership Cohort

The Business Leadership Cohort program from First Children's Finance provides family child care program owners the opportunity to learn about business concepts related to their child care program. The program includes four cohort sessions and two individual consultation meetings.

Session 1: Marketing Your Child Care

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. In addition, participants examine the keys to developing an engaging message to support their marketing efforts.

Session 2: Child Care Finances

Understanding and managing finances of a child care operation is a critical aspect to long-term viability and sustainability. In this session, participants learn the basics of finance and apply new knowledge to managing scenarios and hands-on examination of financial statements.

Individual Consultation #1

The individual business consultation provided as part of the Business Leadership Cohort program allows participants to examine their individual business and overall operations. As part of the consultation, First Children's Finance and the participant discuss and review any potential opportunities or challenges related to the business.

Session 3: Analyzing Your Child Care

In session three, participants learn the power of business analysis by comparing their own business analysis report against First Children's Finance data to see how their business compares to other family child care businesses. Participants also take part in a business roundtable discussion on wide ranging topics such as rate structure, contracts and policies, and having the tough conversations with families.

Session 4: Project Planning

One of the biggest barriers to success is not having a good plan in place. In the last session, participants pull together their learning from the previous sessions and apply it towards development of program goals and related action to meet those goals.

Individual Consultation #2

Participants are provided a second consultation to follow up on their business analysis and program goals, and complete their business plan.

8 Training hours available during the Cohort!!

To be eligible for the cohort providers must apply at the following link. [HERE](#)