

Early Care and Education Partners Weekly Update Webinar

*Reuniones Web Semanales para Socios de
Educación y Cuidado Temprano*

October 21, 2020

Support for School Readiness and VPK Providers

- OEL has emailed guidance for School Readiness and VPK for November 2020 to all providers
- A copy of the message has been posted on our website and ELC Provider Portal
- This is the link
<https://www.elcmdm.org/newsroom/news-updates/support-for-school-readiness-and-vpk-providers-covid-19-nov2020>



Welcome!

Robyn Fern Perlman and Sue Marti

The Business and Leadership Institute for Early Learning



V'LOCITY

Accelerating Growth & Leadership For
Early Learning **Childcare Entrepreneurs**



Business Performance & Leadership



Financial Acumen – Marketing – Employee Relations – Negotiations – Real Estate
Your Purpose – Your Passion – Your Creativity – Your Future – OUR CHILDREN



The Master Class Participant

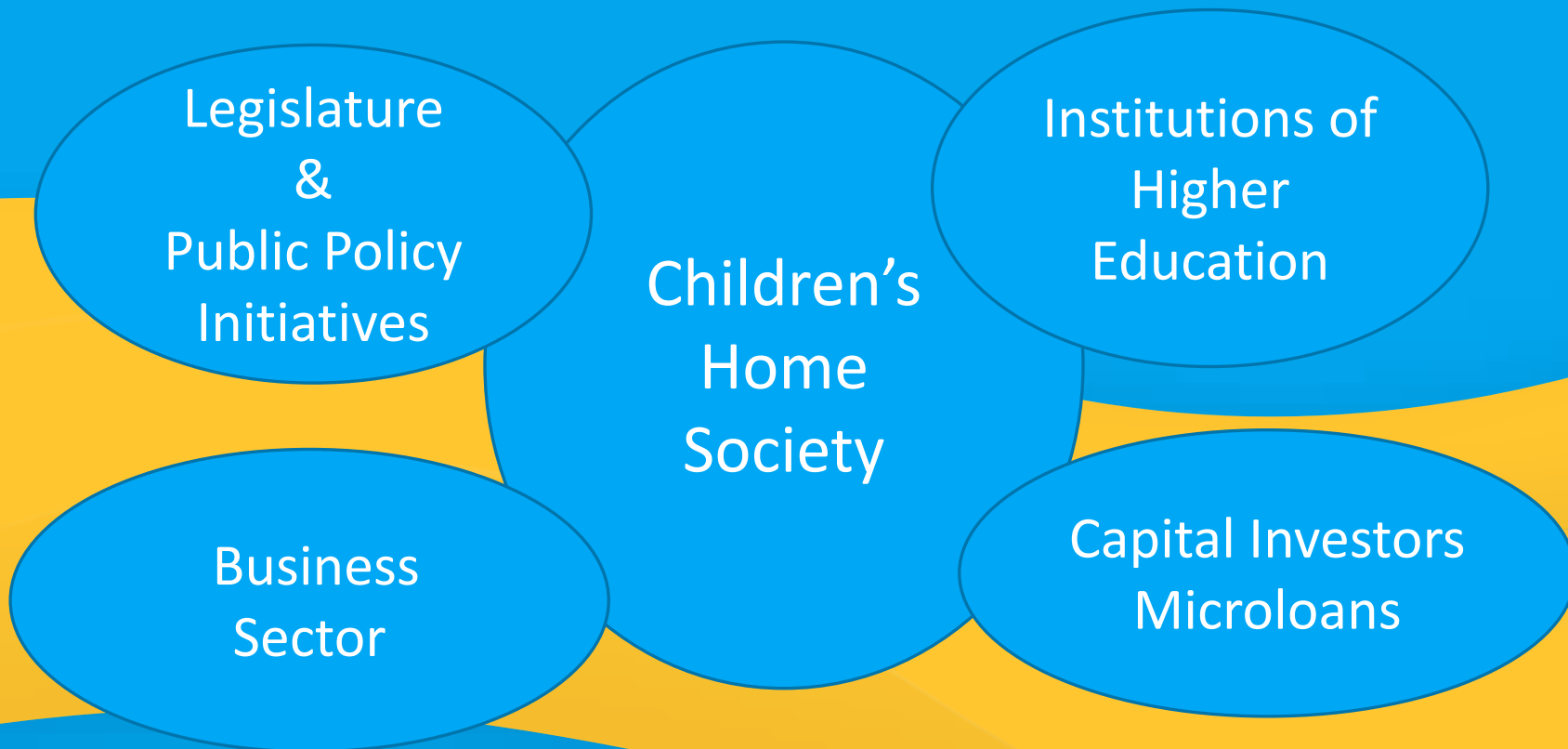
Child Care Owner As
Social Entrepreneur

Child Care Operator As Leading A Private, Non Profit
Or Faith Based Social Enterprise

Interested Prospective Owners and Operators



Community Collaboration





The Program

4 Days – One Saturday A Month



EXCLUSIVELY FOR THE INDUSTRY OF CHILD CARE
High Impact Performance Based Results



LEARNING OBJECTIVES



- Gain insight and define your “why”.
- Understand what it means to be a social entrepreneur or run a social enterprise.
- Determine operational areas of strengths and weaknesses and where there are or will be gaps in internal expertise.
- Define your business model and developing a strategic plan with SMART Goals to grow your business.
- Understand key performance metrics for child care such as enrollments vs. ratios and blended revenue sources including private pay, subsidies and co-pays.
- Identify and understand your competition and how to differentiate yourself through target marketing.
- Understand working capital and the components of start up and growth operating budgets and cash flows.
- Learn how to read key financial statements and how to use them to make better business decisions



LEARNING OBJECTIVES

- Learn best practices for recruitment, retention and training of employees.
- Understand how to create motivating cultures to inspire staff and offset monetary compensation.
- Learn how to document and deliver disciplinary actions.
- Determine your exact real estate needs.
- Become familiar with property valuation and the comparative benefits of leasing or owning real estate.
- Gain knowledge about negotiating first – time and renewal leases.
- Network with owners, directors and educators who are aligning their expertise and social purpose through the business of child care.





Create your desired future while transforming the lives of those you serve.

Learn how to be successful in the business of high impact early learning CHILD CARE!





The Business & Leadership Institute for Early Learning (BLI)
305.348.5368

Email: connectbliel@gmail.com

www.bliel.org



Questions?

¿Preguntas?