

# "The ABC's Of Operating A Childcare Center" Workbook

| Arianne Cesar



Hey Everyone, my name is Ari!

I am the Owner Of Childcare Provider Services. I have grown up in the childcare industry since the age of 4 because my mom owned a center.

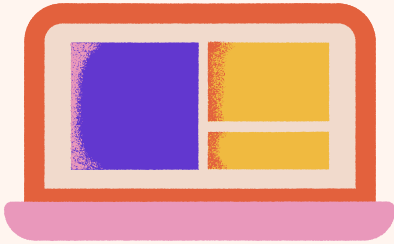
Not too long ago, I owned my own successful childcare center in New York. I have over 11 years of experience as a center owner, countless years of experience in this industry, and a Master's in Education.

I moved in 2018 To be closer to family and decided it was time to step into my passion which is helping childcare business owners increase enrollment, hire & retain staff and develop great leadership skills so they can run their business with freedom, flexibility, and know-how.

Welcome to the training I hope you enjoy it!



# Copyright



This workbook was designed to help you follow along with the training "The ABCs Of Operating A Childcare Center"

This workbook is property of Childcare Provider Services and cannot be used for any other purpose or copied for anything other than the intention of this training.

# Self Care

How do you feel right now?

---

---

---

If you could change one thing in your business right now what would it be?

---

---

---

On a scale of 1-5 (5 being the best) how proud are you of the systems in your childcare center right now?

---

---

---

What would you like to accomplish by the end of the year?

---

---

---

# Program Review

What are you offering at your center?

---

---

---

What are families asking for that you don't offer?

---

---

---

What are you charging? Are you charging enough?

---

---

---

Is your center full? Do you have a waiting list?

---

---

---

# 2 Teams One Vision

Who is on your team?

- Commercial Realtor
- Lawyer
- Accountant
- Virtual Assistant

- Staff

# Your Vision

What do you want for your center? If money was of no consequence how would your center to be?

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

# Your Vision

What do you want for your center? If money was of no consequence how would your center to be?

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---



# Your Vision

What do you want for your center? If money was of no consequence how would your center to be?

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

# Coaching

What are you looking for in a coach?

---

---

---

How can a coach assist your business right now?

---

---

---

What qualities are important for a coach to have in your opinion?

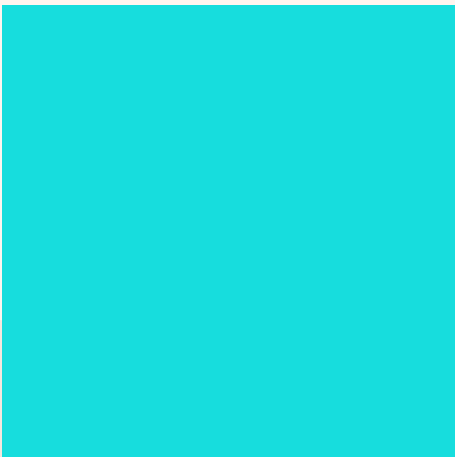
---

---

---

# Parent Acquisition Plan

What are 3 ways you plan to attract new families to your center?

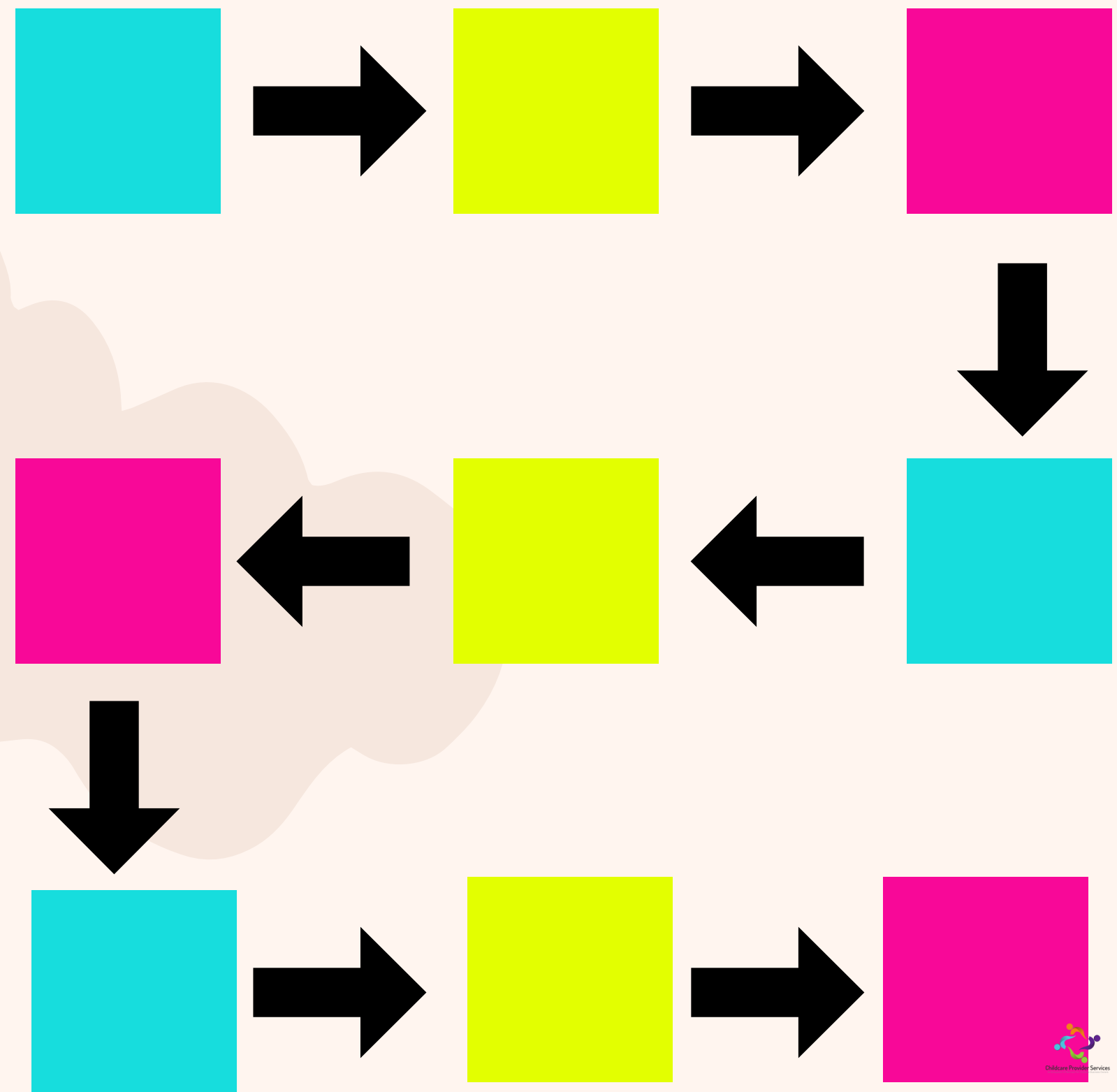


Notes:

Handwriting practice lines consisting of six horizontal dashed lines.

# Parent Acquisition Plan

What will be the customer journey?



# Thank You

