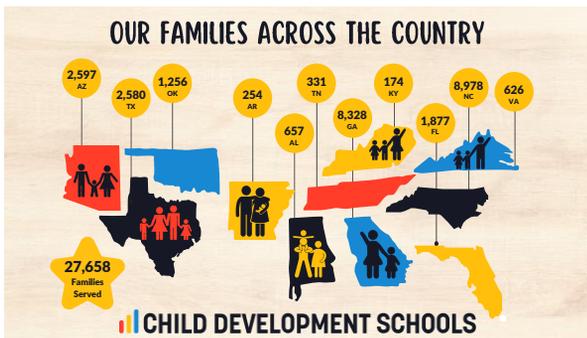


1



2



3

TODAY WE WILL:

- Identify you can utilize data to calm the chaos storm
- List key areas of the business that benefit from making data-based decisions
- Discuss strategies on how to start implementing practices in your programs

4

THE LANDSCAPE OF ECE

Our business has many moving parts that are all interconnected.

5

Implementing curriculum

Hiring quality teachers

Creating staff schedules

Communicating with families

Touring and enrollment

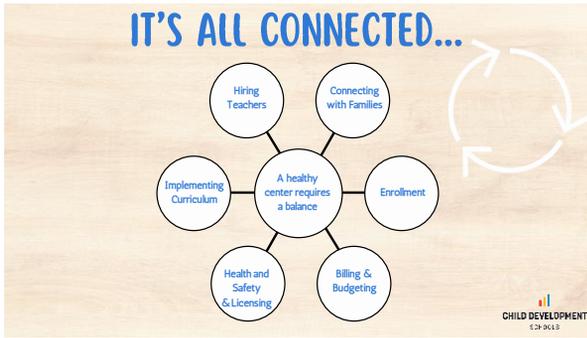
Maintaining USDA forms

Collecting tuition

Doing family engagement events

Managing licensing compliance

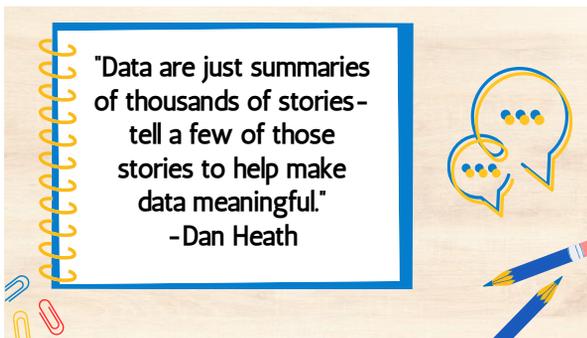
6



7



8



9

4 AREAS OF THE ECE BUSINESS

- Financial
- Health & Safety
- Experience
- Education



10

A WHOLISTIC APPROACH

Start by creating KPIs for each area of the business.



KPIs are a measure of performance against a business goal.




11

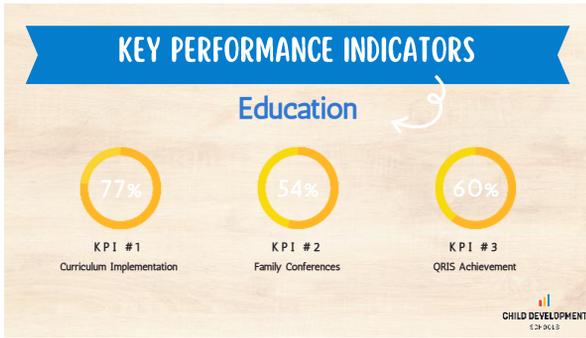
DATA DEEP-DIVE



FINANCIAL	HEALTH & SAFETY	EXPERIENCE	EDUCATION
Monthly and Annual Budget	Licensing Compliance	Family Retention	Curriculum Implementation Measurements
Enrollment Conversion and FTE Goals	Playground Checklist	Teacher Attrition	Family Conferences
Payroll Management	Illness/Incident Tracking	Family Communication Tracking	Staff Development
Tuition Collection and ARs	Work Order/Service Management	Family Satisfaction Surveys	QRIS/Accreditation Tracking



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13

DON'T GET OVERWHELMED

- Start where you are
- Set incremental and achievable goals in each area of the business
- Get support where needed

According to a study by Dr. Gall Matthews at Dominican University on goal setting statistics, if you write down your goals, you are 42% more likely to achieve them. #GOALS

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FORMULA FOR SUCCESS

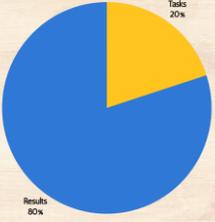
Review the data +
Measure progress +
Respond to needs =
Consistent growth towards goals

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THE PARETO PRINCIPLE

Often called the 80/20 Rule:
States that 20% of tasks hold an 80% impact on performance results.



A pie chart illustrating the Pareto Principle. The chart is divided into two segments: a large blue segment representing 80% of the results, and a smaller yellow segment representing 20% of the tasks. Labels 'Results 80%' and 'Tasks 20%' are placed near their respective segments. A yellow arrow points from the text box to the 80% segment.

16

JOT IT DOWN

What tasks hold the most weight in operating and growing your business?



Illustration of two thought bubbles, one above the other, containing three dots. Below them are two blue pencils. The background is a light wood texture.

17

THERE'S POWER IN NUMBERS

Not every task has to be completed by YOU..

Determine what tasks can be:

1. Deferred
2. Delegated

18

MYTH-BUSTING

Question:
Is data interrupting our work?

Absolutely not!
Making data-based decisions allows us to make the most of our time and resources. It allows us to step out of the chaos storm and get back to doing what we love most - caring for children.

19

The Circle of Control

Things you can't control
Things you can influence
Things you can control

Making data-based decisions is within our control.

20

SUPPORT:

Need support?
Have questions?
Want to share?

Reach out to:
Tara.Franklin@childdevelopmentschools.com

Learn more about CDS at:
www.childdevelopmentschools.com

CHILD DEVELOPMENT SCHOOLS

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