



Child Care MANAGEMENT SUMMIT

Strategies for Success

You do NOT have to choose. All of the following topics are included.

Awesome Strategies to Motivate, Motivate, Motivate!

Sure-fire ways to motivate your staff & create an enthusiastic, energetic, & efficient team * Learn the best of the best motivation strategies that will boost staff morale, motivation, & excitement & help them to be the best they can be

How to Increase Profits & Enrollments

Keys to financial success * Money saving tricks of the trade * Must-know tips to increase enrollment

How to Win Parent Cooperation & Respect

20 powerful and highly effective strategies for winning parent cooperation & respect

Must-Knows for Teambuilding with Staff & Parents: Millennials & All Ages

Everything you need to know about millennials, Generation X, Baby Boomers, & the newest generation, Centennials so you can all work together as a team

The Insider's Scoop on the Latest Child Care Regulations

Get the scoop on child care licensing standards, regulations including new rules and systems, background checks, renewals, and much more and how it can impact your business.

Terrific Ways to Hire & Retain Staff

Finding the "right fit" is critical! Learn how to find the right people * How to know they are right for you * Screening must-knows * and 5 key ingredients for keeping the staff you hire

Great Child Care Managers: Top Strategies for Success

7 Keys to being a highly effective & successful leader * The #1 skill all great child care managers must have to succeed!

Expert Strategies to Reduce Turnover & Build Team Spirit

Great strategies to teach your staff to collaborate to accomplish goals, produce results, develop respectful relations, communicate better, & make good decisions.

Spread the Word: Effective Marketing & PR

Spread the word to gain new families & keep the ones you already have * How to use social media & marketing to spread positive messages about your program

10 Teamwork Terminators to Avoid

Avoid these teamwork terminators so you can build great team spirit & motivate your staff

How to Deal Effectively & Successfully with Difficult Parents & Staff

Powerful tools for success for managing the most difficult parents & staff * Tools for success in managing the most problematic people * 7 Step intervention for difficult staff

How to Deal with the "Nitty Gritty" that Can Happen with Staff

How to deal with backstabbing * Insults * Gossip * Boasting * Bad Attitudes * Tardiness * Missing Work * Cell phones while working*

How to Discipline & Terminate Staff

Learn the warning signs to look for that an employee is going downhill * Areas of concern with difficult staff * How to protect yourself & your child care when you terminate

5 Must-Know Steps to Create a Positive Work Environment

Great methods to create joy & cooperation * Create a workplace that is so filled with joy that staff can hardly wait to come to work.

Bonus: Laugh & Learn with Doug Medford



Child Care Manager's Toolkit for Tough Kids

Powerful proven strategies that work with tough kids * Tools for kids who don't listen * Kids that can't sit still * Kids that are sent to your office day after day * Biting * Tattling * Tantrums



Bonus: "Hall of Fame"

Success Strategies from ECE Leaders

Motivate staff; Get parent involvement; Increase enrollments; Prevent & manage discipline problems; Help new children adjust; Relax children at naptime.

AMERICA'S LEADING EARLY CHILDHOOD MANAGEMENT EXPERTS



MARYLN APPELBAUM is well-known as a national and international outstanding authority on children, education, and families. Maryln has been owner and director of three child care centers and one private school for children. She has written more than 30 how-to best-selling books, has appeared on television and is a keynote speaker across the U.S. Maryln is fun, motivational, and caring, as she shares personal experiences and expert strategies.



MARTY APPELBAUM is known across the country as an authority on child care. He has been an administrator, director, and teacher in child care centers. Marty has appeared on television and radio talk shows sharing his expertise. He knows how to motivate and inspire staff and has led the Appelbaum team to win "Best Place to Work" in Houston 3-years in a row. He is a sought-after motivational expert on child care management.

GUEST PRESENTERS

DOUG MEDFORD is one of the nation's leading educational humorists. His talks are lively, informative, fast-paced, packed with humor, and filled with great strategies for success with behavior problems in children. Using humor that is intelligent and inventive. He will educate you, motivate you, and make you laugh while giving you valuable tools.

CHILD CARE LICENSING EXPERT working with the TX Dept of Family and Protective Services, Child Care Licensing. This informative and exciting session is packed with information. Learn what's important to licensing reps, most frequent violations, and changes in standards & regulations.

GREAT CONFERENCE

Great Speakers * Great Galleria Location * Great Networking * Great Lunch & Snacks included * Great Fun Learning with the Appelbaums

CERTIFICATE OF ATTENDANCE 25 CLOCK HOURS

11 Clock Hours, 1.1 CEU's for attendance

14 Clock Hours, 1.4 CEU's upon completion of the book,

The Practical Guide to Quality Child Care (Included)



THREE EASY WAYS TO REGISTER !!!

ONLINE: www.atiseminars.org
MAIL TO: Appelbaum Training Institute
 Registration Dept.
 104 Industrial Blvd., Ste. A
 Sugar Land, TX 77478
FAX TO: 1-281-494-4094
 Copy to white paper, then fax the paper. After faxing, please call to verify receipt.



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Name _____ Name _____
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Please list additional names on a separate sheet of paper.

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Have you attended an Appelbaum Training Institute seminar before? Yes No
 Confirmations are sent via Email only. Would you like confirmation? Yes No

Early Registration

(NO LATER THAN APRIL 17, 2019)

Group size 1-2 people \$199 per person
 Group size 3 or More \$189 per person

Regular Registration

(APRIL 18 - APRIL 25, 2019)

Group size 1-2 people \$220 per person
 Group size 3 or More \$209 per person

On-Site Door Registration \$235.00 per person (if seats available)

Number Attending: _____
 Pay by Check. Check # _____ Check Amount \$ _____
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You will receive a prestigious Certificate of Attendance, Seminar Handbook, self-study book and be registered for Door Prizes. Check-in begins at 8:45AM on April 26. Catered lunch is provided Friday, as well as afternoon snacks. Continental breakfast items will be provided on Saturday, April 27. After registering, your name goes on a master list. No confirmation number is needed. **There are no refunds, however, substitutions are allowed.** If you are not able to attend after registering, you will be given a credit valid for 1-year. Speakers, content, and dates are subject to change without notice in the event of circumstances beyond our control.

ATI:

For questions call 800-232-4453
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AN OUTSTANDING CONFERENCE FOR CHILD CARE DIRECTORS



Get a total of 25 training hours (2.5 CEU's) while learning new and innovative strategies.



- ◆ 2 Days Packed with Powerful Take-Back Strategies for Mgmt. Success
- ◆ Enjoy Catered Lunch Friday & Continental Breakfast Saturday
- ◆ Shop Great Exhibit of Latest Early Education Books & Products
- ◆ Receive 11 clock hours (1.1 CEU's) for Conference Attendance
- ◆ Receive Additional 14 clock hours (1.4 CEU's) for Completion of Bonus Self-Study Book, *The Practical Guide to Quality Child Care*
- ◆ Network with Early Childhood Managers from Across the USA
- ◆ Enjoy a Great Location: The Famous Houston Galleria

DATE AND CONFERENCE LOCATION:

Friday, April 26, 2019: 9:30 am – 4:30 pm
 Saturday, April 27, 2019: 8:00 am – 12:00 pm

SHERATON SUITES HOTEL GALLERIA

2400 West Loop South
 Houston, TX 77027

Register at atiseminars.org

MEET THE CHILD CARE MANAGEMENT REGULATIONS

Get a total of 25 training hours (2.5 CEU's) while learning new and innovative strategies: 11 Clock Hours (1.1 CEU's) for conference attendance and 14 Clock Hours (1.4 CEU's) for completion of clock-hour self-study book approved in most states.

