

**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.



Please make a copy of this form for your records.

Center Name/ Home Provider \_\_\_\_\_  
 Telephone: (\_\_\_\_) \_\_\_\_\_  
 Secondary Phone: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

**PLEASE PRINT CLEARLY**

Name \_\_\_\_\_ Name \_\_\_\_\_  
 Name \_\_\_\_\_ Name \_\_\_\_\_

Please list additional names on a separate sheet of paper.

E-mail Address (Print Clearly) \_\_\_\_\_

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 JULY 14, 2019)

Group size 1-2 people \$219 per person  
 Group size 3 or More \$209 per person

**Regular Registration**

(JULY 15 - JULY 25, 2019)

Group size 1-2 people \$239 per person  
 Group size 3 or More \$229 per person

On-Site Door Registration \$259.00 per person (if seats available)

Number Attending: \_\_\_\_\_  
 Pay by Check. Check # \_\_\_\_\_ Check Amount \$ \_\_\_\_\_  
 Pay by Credit Card: \_\_\_\_\_Master Card \_\_\_\_\_ Visa \_\_\_\_\_ Discover \_\_\_\_\_ Am Express  
 Card No.: \_\_\_\_\_ Expiration: \_\_\_\_\_ CC Billing Zip: \_\_\_\_\_  
 Name on Card: \_\_\_\_\_

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 July 26. Catered lunch is provided Friday, as well as afternoon snacks. Continental breakfast items will be provided on Saturday, July 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  
 Register at [www.atiseminars.org](http://www.atiseminars.org)



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AN OUTSTANDING CONFERENCE FOR CHILD CARE DIRECTORS



Get a possible 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: Downtown Chicago Magnificent Mile

**DATE AND CONFERENCE LOCATION:**  
 Friday, July 26, 2019: 9:30 am – 4:30 pm  
 Saturday, July 27, 2019: 8:00 am – 12:00 pm  
**Courtyard by Marriott Downtown**  
 165 E. Ontario Street  
 Chicago, IL 60611  
 Register at [atiseminars.org](http://atiseminars.org)

**MEET THE CHILD CARE MANAGEMENT REGULATIONS**  
 Get a possible total of 25 training hours (2.5 CEU's) while learning new and innovative strategies. Includes Lunch & Snacks Friday, Breakfast Saturday, Great Topics and Fantastic Presenters!





# 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

5 common mistakes child care centers make managing money \* Tools & techniques to make more money \* Fundraising strategies that work \* Strategies for success for payment policies \* Money saving tricks of the trade \* Apps for saving money for child care

### 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

### 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 \* 5 key ingredients for keeping the staff you hire

### 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

### 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

### 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!

### 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.



**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.



**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.

## GREAT CONFERENCE

Great Speakers \* Great Location,  
Chicago's Magnificent Mile \*  
Great Networking \*  
Great Lunch & Snacks included \*  
Great Fun Learning with the Appelbaums

### 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: Catered Lunch & Learn

#### Catered Lunch with Great Table Topics with Child Care Managers

Enjoy a pleasant catered lunch with other child care directors and managers. Meet new friends from around the state and country networking & discussing the most pressing concerns of early child care managers.

## 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)*

While each participant will receive the book listed above, it is recognized for 14 Self-Study Hours in the following states:

AL, AR, CO, CT, FL, IN, KS, ME, MI, MN, MS,  
NE, NJ, OK, OR, TN, TX, VA, WI

