



Your Action Plan for: Collecting Tuition

Objective: This conference call will provide you with solutions to your tuition collecting challenges!

My challenges are:

The questions I would like answered include:

Guest 1: **Cathy Abraham**, early childhood consultant joins us to share 9 strategies for collecting tuition and payments. Cathy has written the Learning Foundations Curriculum. She has a CDS, A.A. Early Childhood, A.S. Pre-Education, Bachelor of Arts in Applied Behavioral Sciences, and a Masters of Education.

1.

2.

3.

4.

5.

6.

7.

8.

9.

Julie Bartkus Presents
The Leadership Connection
for Child Care Professionals



Guest 2: **Douglas Schoenberg** is the CEO of SofterWare Inc., developer of EZ-CARE2 Childcare Management Software. He has spent over 25 years working with technology for child care center administration and pioneered the use of electronic fee collection by child care centers. He has written numerous articles, contributed to several books on child care administration, and presented at dozens of national and regional child care conferences. Doug joins us to share how you can use technology to enhance the collection process.

Accounts Receivable System

- Know where you stand
- Statements/Invoices
- Timely receipts for "flex plan" program
- Late notices
- Automatic charging of late fees

Electronic Payment Tools

- Online payments
- Staff processed payments by credit/debit cards
- Preauthorized electronic payments

Electronic Payments: What's Important?

- Security/ PCI Compliance
- Ability to handle all payment methods
- Bank drafts & credit cards/Preauthorized, online, staff processed
- Integration
 - Eliminating double entry
 - Reducing errors

Key points:



Transaction Processing Suite Bundle for \$395 (More than 50% Off!)

EZ-CARE2 offers a variety of fully integrated programs for every type of eCheck and credit card processing, including one-time tuition payments, automatic collection of preauthorized recurring child care fees and online payments.

Make your job easier:

- Process credit card and debit cards with no credit card terminals!
- Preauthorized fee payments, automatically drafted when due!
- Clickable links in emailed invoices that allow parents to pay fees online!

To take advantage of this special offer and get more information, please call (800) 220-4111 or visit www.ezcare2.com/PaymentsOffer.

Julie Bartkus Presents
The Leadership Connection
for Child Care Professionals



Guest 3: **Hillary Harris** joins us to share strategies for overcoming the mental barriers you face when collecting tuition or other payments. It's easy for uncomfortable feelings to arise when confronting parents about money issues. Sometimes those money issues are intimidating and our confidence falters. Feelings of not deserving the money can easily arise. Hillary will share quick tips and mental exercises you can do to help you boost your confidence and develop the right mindset when dealing with money in your child care program.

Hillary, founder of SOUL PURPOSE, is a Prosperity Coach, Intuitive Strategist, Transformational Speaker and Life Purpose Guide. With over a decade as a catalyst inspiring people toward achieving their dreams, Hillary has an innate ability to connect powerfully with others, profoundly engaging them and forever altering their perspective and their experience of money, work and life. Whether working individually with clients or presenting in front of international audiences, Hillary gets directly to the core of the matter, allowing people to finally free themselves from fear, follow their heart, and make a quantum leap in their personal and professional development.

Hillary joins us to discuss:

- Why asking for money is so difficult and what that means for your level of personal and professional prosperity
- How your money mentality (what you think, feel, believe, say and do around money) can actually block or even repel your prosperity and success
- How your relationship with money is a reflection of your relationship with yourself
- How shifting your language, your beliefs and your dealings with money opens you to receiving MORE
- Why you must make peace between your net-worth and your self-worth and tap into your SOUL-worth
- How to become an irresistible money magnet!

Here are my action steps:

1)

2)

3)

FREE GIFT FOR YOU FROM HILLARY!! Discover the impact that Coaching can have on your Health, Wealth and Well-Being, your Work, Quality of Life and Discovery of your own Soul Purpose! Hillary invites you to partake in a 30-minute complimentary telephone Coaching session. Call 617-472-7626 or email hillary@hillaryharris.com to schedule your appointment. For more information about Hillary, visit www.prosperitycoach.com. To order Hillary's CD recordings of topics guaranteed to inspire and empower you, visit [www.http://www.hillaryharris.com/books/books.html](http://www.hillaryharris.com/books/books.html).

Julie Bartkus Presents
The Leadership Connection
for Child Care Professionals



Guest 4: Robert Finlay. At OnCare Services, Robert is responsible for product strategy and the professional services group supporting childcare providers. Robert has over 16 years experience helping large and small companies around the globe adopt and utilize software and Internet-based solutions for increased productivity. Robert earned his Executive MBA from the University of Washington in 2006. Prior to working for OnCare Services, Robert worked in project management and product development for Fluke Networks, Network General, Network Associates, WebTrends, Preview Systems, and Sabrix.

Robert can be reached at:

OnCare Services, 650 NE Holladay, Suite 1400, Portland, OR 97232
503-736-1881
e-mail: rfinlay@oncareservices.com

Rob joins us to share how you can...

- Increase payment options for families so they can multiply financial resources at their own discretion
- Enhance you child care center's cash flow
- Decrease payment collections at the center, allowing staff to spend more time with child care
- Eliminate in center collections, so staff aren't burdened with bank deposits and payment processing
- Present greater value to potential customers with credit card payment options
- Drive parents to the center's web site by linking it to online payments service

Key points:

Additional Notes:
