

FREE CALCULATOR FOR CHILDCARE OWNERS

# How Much Are Empty Slots Costing You?

*Most childcare owners have never run this number. In 5 minutes, you'll know.*

|                                                             |                |
|-------------------------------------------------------------|----------------|
| 1. Your licensed capacity (maximum children allowed)        | _____ children |
| 2. Your current enrollment                                  | _____ children |
| 3. Empty slots (line 1 minus line 2)                        | _____ slots    |
| 4. Average monthly tuition per child                        | \$ _____       |
| 5. Variable cost per child (food, supplies, marginal staff) | \$ _____       |
| 6. Profit per filled slot (line 4 minus line 5)             | \$ _____       |

## YOUR MONTHLY LOST PROFIT

*(Line 3 x Line 6)*

\$ \_\_\_\_\_

## YOUR ANNUAL LOST PROFIT

*(Monthly Lost Profit x 12)*

\$ \_\_\_\_\_

## A Real Example

A center licensed for 30 children, currently enrolled at 24, with \$1,100 tuition and \$185 variable cost per child has 6 empty slots. Profit per filled slot = \$915. **Monthly lost profit = \$5,490 • Annual lost profit = \$65,880.** That's not theoretical — that's real profit the owner could be earning every month, gone.

## What This Number Actually Means

If your annual lost profit is \$30,000, a \$3,000 investment in marketing to fill those slots isn't an expense — it's a 10x return. Most owners can't see this number. Now you can.

### Ready to go deeper?

This free calculator showed you the cost of empty slots. The full version of this tool — plus every other system to fix it — lives inside our paid resources, built by Philip Rooks (17-year owner of a top-90th-percentile QRIS childcare center in Memphis, TN).

#### NEXT STEP

### The Childcare Quickstart Kit \$97

Includes the **Mini Financial Health Check** — the 5-page version with fixed costs, break-even, and the full empty-slot calculation, plus systems across all 5 pillars.

#### GO FURTHER

### The Blueprint Course \$497

Includes the **full 20-page Financial Baseline Worksheet** — true cost per child, contribution margins, quarterly tracking, and the complete 7-module system.

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