

The logo for HINGE, featuring the word "HINGE" in a bold, white, sans-serif font. The letters are contained within a white-outlined rectangular frame that is slightly tilted and has a small gap at the top.

EARLY EDUCATION
Business | Real Estate | Brokers

REIMAGINE OPPORTUNITIES FOR YOUR ECE BUSINESS!

Presented by: Kathy Ligon
Founder & CEO at HINGE Brokers



TODAY'S AGENDA

- The Current Environment in ECE
- Opportunities for Growth
- How to Know When it's Time to Sell or Grow

Recovery averaging 65 – 70%

- High demographic groups are still paying at least partially.
- Government subsidies are supportive with grants or tuition.
- Parent confidence is increasing.



Staff struggles at an all-time high.

It's more important than ever to invest in hiring the right staff and retaining them long term.



More confidence in increasing tuition rates and limiting discounts.

(This is our favorite trend!)



Expense control is getting creative.

- Cut operational hours.
- Reduce discounts.
- Switch to parent-provided meals.
- Require draft tuition payments.
- Use of more sophisticated system to operate.
- Switch to staff-provided cleaning.



GROW OR SELL?

Both opportunities at an all-time high!

Increased interest from buying groups.

The industry continues to be ripe with investor interest.



Business values at a high and real estate prices stable with 2019.

Real estate prices decreased slightly in 2020 but have rebounded to pre-COVID times.



More complicated transactions.

Transactions taking more time and involving more structured contracts.



Growth or Exit Strategy—It's a 3-part Plan!

1. Focus on your financial health.
 - Diagnose your best strategies.
 - Align to best practices.
2. Take advantage of growth opportunities.
3. Develop an options strategy.



First, Increase Your Value.

- Increase cashflow.
- Update operations and facilities.
- Stay current on industry shifts and trends.



Get Your Processes and People in Order

- Implement sound information systems.
- Produce accurate, timely financial data.
- Develop a strong and independent team.
- Secure a team of advisors.
- Stay current on tax changes and strategies.





QUESTIONS?



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