

Potential Concerns about Joining an Alliance

Membership

- It's too expensive
- I will have to give up some autonomy if I'm part of a group.
- I don't want to have to do what it takes to meet the quality criteria.
- I am not comfortable with the Alliance sponsor.

Product discounts

- I am comfortable with my current vendors and don't want to change - I know him/he knows me, and/or it's just easier not to change
- I don't believe that I will get the same exact products for less money – either the products will be different or the price will go back up, or both.
- The savings are not enough to justify the trouble.

Time saving tools

- I don't use things like that much, so it won't save me much time.
- Some tools look interesting, but doing things on the computer is intimidating.
- I would like to take advantage of some of the web-based tools for records, enrollment, and billing, but I just don't have time to revamp my whole system.

Collaborating with others

- I don't like collaborating with others; I wouldn't get anything out of it and would just have to listen to others whine.
- They're my competition; if I share with them, they'll be able to take kids and/or staff away.
- Collaborating takes too much time.

Increased Revenues

- It will never happen.
- DSS - It will take me more time to explain things to someone about how things work between DSS and us, I would rather just do the billing myself.
- Parents – I fear that if I turn collection over to a third party I will lose my customers. Parents like our personal touch; they don't want to deal with a stranger, or a “system”. I understand that sometimes they can't pay in full or on time and so I have cut deals with them so they can pay when they can. They like that flexibility and at least I keep them as customers and get something from them.
- The reason I do not have enough revenue is that the state rate is too low and the general public doesn't value ECE. An Alliance can't fix those problems.
- The reason I do not have enough revenue is that I am not full. How is an Alliance going to help me stay full when they represent so many programs (including some of my competitors)?
- ECE is such a poorly paid industry that I can't even think about the money...it's too depressing and fixing the problem is impossible. If I join an Alliance I will have to think about those issues; I'd rather think about the kids; that's where I can have an impact even if it means volunteering my time.
- I was never good at math; if joining an Alliance means showing my books I will be embarrassed and everyone will think I'm dumb.