



Smart FAQs

1. For how long have you been in the field of ECEd or Preschool?

Based on the experience and expertise of over 20 years in the field of Early Childhood Education (ECE), ABLE Educare Pvt Ltd established 'Smart Steps Preschools', as a social enterprise in 2012. Currently we are nurturing 1000 children in 50 Smart Steps Centers in 6 states of India. We are in the process of reaching 100,000 children by 2020, across India.

2. What services are offered by Smart Steps Preschool?

Smart Steps has a preschool that caters to children in the age group 1.5 years to 6 years. We have Play Group, Nursery, Junior and Senior KG programs.

Besides this we have Smart Steps ECEd Teachers course and Smart Parenting Programs.

3. Do you offer Day Care facility?

This is offered in a few select centers only as of now. If you are interested to know more, kindly go to our website www.smartstepspreschool.com or contact on info@smartstepspreschool.com

4. Should the Principal and Staff be trained?

Yes. For this we have our own training programs and regular in service training programs.

5. What facilities do you offer the children?

Our preschool offers following facilities:

- a) Safe, caring, warm environment and staff;
- b) Activity-based learning;
- c) Innovative toys and learning material;
- d) A curriculum that balances out development of IQ, EQ and SQ;
- e) Spacious, well lit and inviting interiors and exteriors. Entertainment and learning materials using technology and hands on participatory approach;
- f) Develop awareness of culture, individual talent, value inculcation through activities and story-telling;

- g) Respect and care for the environment through assignment, outings, songs and stories;
 - h) Innovative experiences like teleStory and mobile apps to harness technology to benefit children;
 - i) Art, craft, games, singing, dancing and music are encouraged along with reading, writing and numbers to get the child confident and school-ready;
 - j) Focus on food, nutrition and hygiene;
 - k) Meaningful engagement of parents in their child's process of learning;
 - l) Zero tolerance for child abuse and sexual harassment of any kind.
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6. Why do you call Smart Steps Preschool a social enterprise?

A social enterprise aims to serve society while providing entrepreneurs and opportunity to earn and grow. We are a social enterprise because our preschools are affordable; our entrepreneurs are offering a service to society from which they are also getting benefited.

7. What services to you provide to help us maintain security?

We make sure that our environment is safe for children. We are installing the latest and best CCTV cameras on all our school premises. Besides we have a zero tolerance policy for sexual harassment and child abuse. Our trainings will keep you updated and aware of government requirements and international information.

8. What are the pre-requisites to start a Smart Steps Preschool?

To be eligible to apply for a Smart Steps Preschool Franchise, you must be:

- a) Passionate about your work and physically, mentally and emotionally capable;
 - b) You must be motivated and enthusiastic;
 - c) You must have premises that are as per norms;
 - d) You must have an entrepreneurial spirit;
 - e) Your premises must have clearances of child safety, fire safety and electrical safety;
 - f) You must have an NOC and a Shop license.
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9. Can you please tell me more about the tiers and fee structure?

A location is assigned to a particular tier depending on whether it is in a semi-urban, peri-urban or urban area and depending on the financial status of persons living in that area. We decide the fees according to the tier-structure and our market survey.

10. Why is your franchise fee lower than that of other brands?

The franchise fee is also decided by factors like location, fee charged and our franchise fee requirement. Since we are promoting social enterprises, we are trying to make the services available to as many entrepreneurs as possible.

11. So how can I start a Smart Steps Preschool?

To start a Smart Steps Preschool, you must have:

- a) Clarity about your investment and location this includes the building and print out the profile form and franchise application available on our website (www.smartstepspreschool.com);
 - b) Once filled, scan and email both to info@smartstepspreschool.com and franchise@smartsteppreschool.com ;
 - c) On receipt of your completed forms, they will be verified by ABLE Finance and Business Development Team and we will get back to you within a couple of days;
 - d) If you are making your application with a partner, a partnership document must be provided.
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12. How do I pay the franchisee fee?

There are many facilities for this purpose. Once the final franchisee agreement is signed, you will be told the modalities and terms of payment.

13. What will be my responsibilities towards ABLE Educare (smart steps)?

You will be responsible for

- a) Displaying learning and advertising material provided and distributing pamphlets;
- b) Decorating and manufacturing the Pre-school premises as per standards prescribed in the agreement;
- c) Providing photographs of your centers activities for the gallery on the website.
- d) Collecting fees, maintaining receipt books and financial records;

- e) Using material provided for teaching, teachers diaries and other records as required;
 - f) Entire operations of the Smart Steps Preschool.
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14. Why do we need Audits?

Audits are a means of maintaining standards and recording progress. It is an opportunity to exchange information about the center with Head Office. Good work can be recognized and shared and falling standard corrected. This is a wholesome interaction and process meant to strengthen our work and facilitate training and orientation programs.

15. How can we make our Centre profitable?

Besides the inbuilt opportunities, the centre can be used for classes conducted after preschool hours. These activities could be Day Care, Yoga, Dance or Music, Toy library, Classes etc. Please consult with the Head office team for further information.

16. Why are trainings important?

During these training sessions Principals and Teachers benefits in the following ways:

- a) Information on talent technology to help Smart Steppers and teachers is shared.
 - b) Programs to increase conceptual clarity of ECEd.
 - c) Capacity building and performance enhancement tools used and shared.
 - d) Participants are familiarized with upgradation in various fields in psychology, learning-teaching methodology and curriculum, team and confidence building.
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17. What support can we expect from ABLE?

The following is an indicative list of facilities and amenities provided. The list is exhaustive and you can find out more from the Head Office.

- a) All catalogues, forms, receipt and voucher books, syllabus library, banners, pamphlets etc. will be provided.
- b) Uniforms and books, games and toys will be provided.
- c) Complete support for designing interior and exterior of the Preschool.
- d) Support from the relevant team for fields the Branding, marketing, curriculum and training.
- e) Teachers' selection and training and in-services training for principals and staff.
- f) Access to a business proposal for setting up a SMART STEPS INSTITUTE of no extra cost. You can avail this offer by consulting with the Head Office.