

# A WORKBOOK FOR MONTESSORI DREAMERS

## **12 TIPS ON HOW TO GET MONEY for Montessori training and materials**

For anyone, not just schools!

by Mirka



# 12 TIPS on HOW TO GET MONEY!

When we speak about Montessori, we usually refer to an educational approach in schools.

But, not everyone knows that Montessori applies beyond educating children!

Montessori principles are used for:

- supporting parents,
- working with the elderly,
- empowering women,
- helping children living in underprivileged circumstances,
- growing sustainability of our planet,
- establishing world peace and many other good causes...

Montessori is applied to a broad spectrum of good work!

It holds boundless potential for making a change.

**If you downloaded this resource, you want to make a change too.**

Do you want to become a Montessori teacher?

Are you dreaming about opening your own school?

Is your passion helping children in orphanages?

Do you want to educate and support parents?

Or do you have some other amazing Montessori dream?

I am sure you said “yes” to one of these questions!

And I am sure that you are wondering how to get money to get this done. Am I right?

In that case, read on. I have some good tips for you!

Mirka



# 12 TIPS on HOW TO GET MONEY!

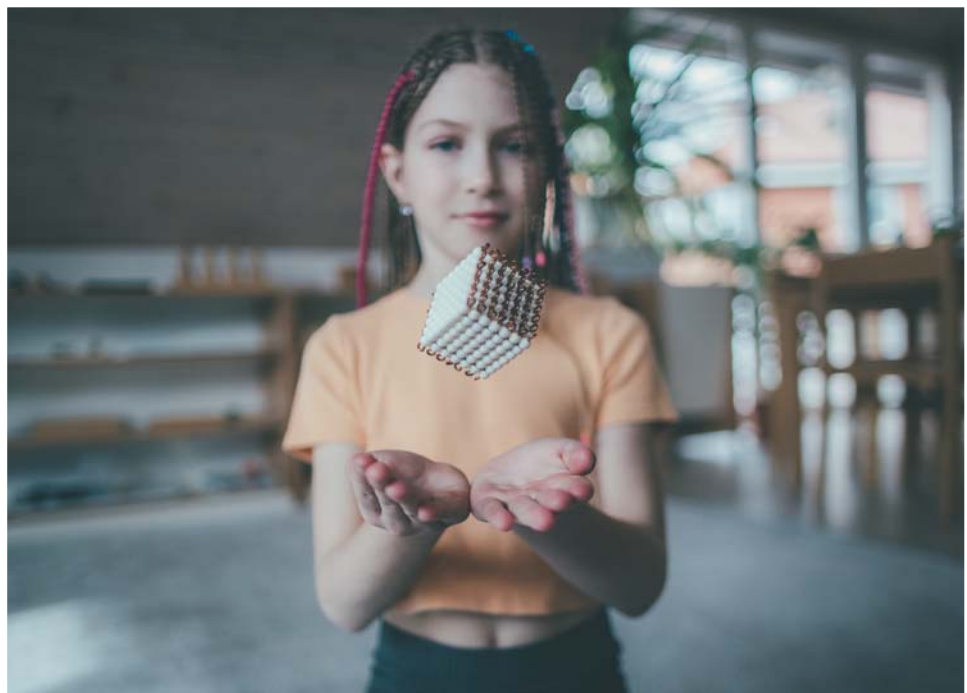
## CONTENT LIST

In the next pages I will help you to discover ways to get money for Montessori training and materials you may have never considered.

### HERE ARE MY 12 TIPS:

1. Ask for a payment plan
2. Apply for a student loan
3. Ask your current employer to sponsor your studies
4. Find a school which is looking to hire and willing to pay
5. Raise money from your community
6. Ask a training center to give you a discount or a grant
7. Apply for a grant for Montessori training
8. Apply for a grant for Montessori materials
9. Ask your local Montessori training center for a discount
10. Learn how to make Montessori materials by hand
11. Ask for donations
12. Organize a fundraising event

Which of these tips will you try to make your Montessori dream a reality?



# 12 TIPS on HOW TO GET MONEY!

## FOR A MONTESSORI TRAINING:

You want to take a Montessori diploma or certificate training. Or you want to send your teacher to it. And you don't have enough money to afford to pay for it.

Use these practical tips to make it possible!

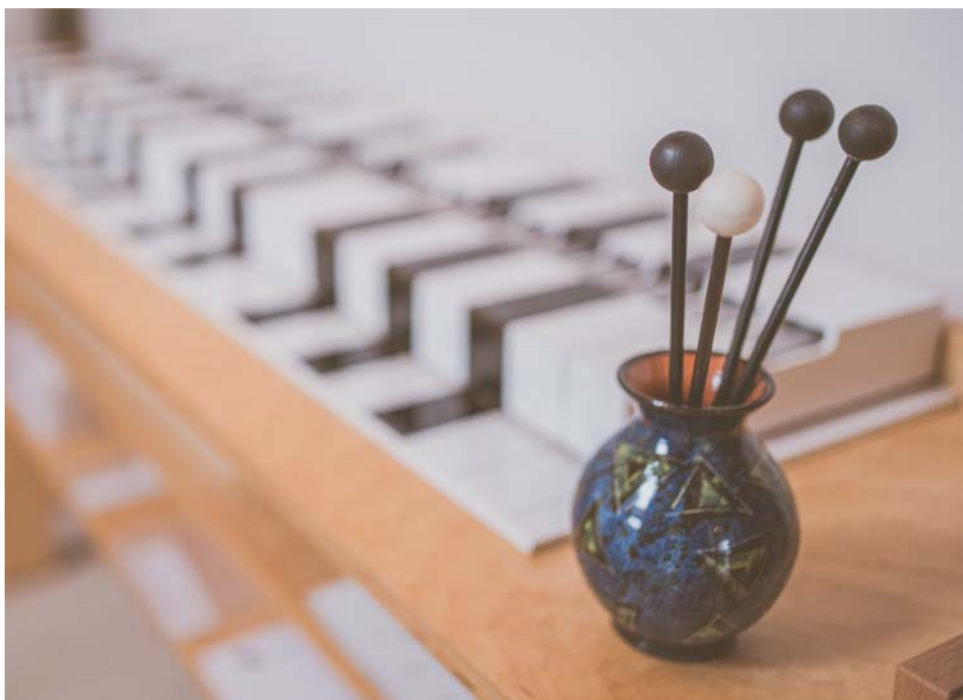
### 1. Ask for a payment plan

Many Montessori training centers offer various payment options for students or schools which cannot afford to pay in one lump sum. A payment plan means that you can pay in several small installments over a period of time. **Breaking the total fee to small portions makes it much more possible to pay for the course.**

### 2. Apply for a student loan

In many countries you can ask a bank to give you a student loan. This usually requires having a job while studying. That's ok, many students in Montessori diploma courses do that. Montessori training courses are organized in various ways. You can study during the summer, in the evening, or in blocks of time during the school year. However, a student loan may sound scary. If you have a steady job, it is very likely that you can borrow this money to get trained.

**Banks support people in professional development.** You become a better client when you have a higher salary. And you can ask for a higher salary when you have a Montessori diploma.



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### 3. Ask your current employer to sponsor or co-sponsor your studies

If you work at a school and you would like to take a certificate or a diploma course to become a Montessori guide, talk to your employer about it. They may be excited to sponsor your full course fee in exchange for your commitment to work for them for a fixed period of time. This is usually established in a contract between the employer and you. Or your employer may pay for half of your student fee and you pay the second half.

**There are many ways in which you can do this with your employer's support.** The key is: go and talk to them about it. It does not hurt to ask.

### 4. Find a school which is looking to hire and willing to pay

There is a great teacher shortage, long term. Schools are desperate to find teachers, especially in June and in September. Find schools which are looking for Montessori employees. Send them a nice resume with a nice letter of motivation and a couple of recommendations. Tell them you are willing to study and commit to them long term, provided they are willing to sponsor your Montessori studies.

**Many schools hire non-trained teachers who are willing to study and they pay.** You just need to find them.

### 5. Raise money from your community

If your dream is to become a Montessori guide, I bet you can talk about your dream with fire in your heart and a spark in your eyes. Talk to your family, friends and colleagues about it and ask if they would be willing to support you and help you by donating toward your studies. You never know if they are willing to do that unless you ask. If they know you, trust you and believe in you, they will be interested to hear more about your dream and how they can help you achieve it. **There are many people who love supporting others and the good they do in the world.**



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## 6. Ask the training center where you want to study to give you a discount or a grant

Sometimes all you need to do is ask. Write to the training center of your choice and ask if they have a grant or scholarship program. **Many centers do have programs like this.** Tell them your story and why they should consider supporting you in this special way. They may be interested to do that in exchange for you sharing your story with the Montessori community. Again, if you are afraid to ask, you'll never know and could miss a great opportunity.

## 7. Apply for a grant for Montessori training

There are professional development funding opportunities. Check with your Ministry of Education, or with your Ministry of Work and Social Affairs. If you live in Europe, check Erasmus programs. Search on Google for grant funders who support development of education, child rights, inclusion, diversity and other good causes in the scope of Montessori, and apply for funding. **Lots of students taking their diploma courses find grant money to pay for their course.**



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## TO BUY MONTESSORI MATERIALS:

### 8. Apply for a grant for Montessori materials

People often say: "Grants don't pay for Montessori materials." But, it is not true. I got a grant for it! When you look for a funding source for purchase of Montessori materials, do not look for funders who want to pay for Montessori materials. You will not find one. Look for funders who:

- want to improve the quality of education or who want to increase access to inclusive education;
- who want to empower women to return back to the job market after maternity leave;
- who want to support elderly in having a good quality of life in later stages of life.

Those funders will support a project in line with their purpose and you can include expenses related to purchase of didactic materials in your budget. If you don't know how to apply for a grant, take a course and learn this skill (we offer one!). You can use a skill in applying for grants to raise money for many other things. **All Montessorians need to know how to win grants!**

### 9. Ask your local Montessori training center for a discount

Often Montessori training centers serve as Montessori material distributors. It is in their best interest for there to be as many Montessori schools as possible. And if you ask, they can grant you a major discount for your purchase. **They will also help you decide what you need to buy now and what you can buy later and that will save you money.**



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## 10. Learn how to make Montessori materials by hand

Montessori schools are being opened in farthest ends of the world, including places where it is impossible to buy manufactured Montessori materials. Search on the internet for tutorials on how to make Montessori materials by hand. This will save you a lot of money too. **Also, often training centers organize courses on Montessori material hand making.** Check that out.

## 11. Ask for donations

This may sound scary, but best is to start small. Talk to your family and friends about your mission. Speak about it also with your colleagues. Look for various affinity groups, people of faith you know, Montessori people you know or Montessori schools you know (they may also have old used materials which they can give you or lend to you). You can use your birthday to raise money for this purpose. For example Facebook allows for a small birthday donation campaign. **Yet again, only the one who does not ask does not have anything.**

## 12. Organize a fundraising event

Again, this may sound scary and again, best is to start small. You can bake cookies with your children and sell them on the street in front of your house. Or you can host an educational evening and ask parents to pay a fee. This would be a lovely occasion to tell them about your dream to open a school or to get trained and, who knows, they may be interested in becoming one of your future clients and give you money to support you.

**There are many types of fundraising events to choose from and they work!**







Hi, I am Mirka.

I live in Prague, the heart of Europe. And I have four children.

I first came across Montessori when my youngest son was born. It was love at first sight. It was perfect for my child.

As a new mom on maternity, I had no Montessori or management training. I had no money. And there was nobody to help me. I was completely alone and clueless.

However, one thing was clear to me. If I wanted Montessori education for my child, I had to find **the means** to do it.

And I did. During the next following 14 years I raised 1,8 million Euros, I opened a Montessori school and I started and I run an international Montessori teacher training center.

**It took fourteen years of dedication and perseverance.** Throughout the journey, I learned many skills.

THE most important one being: **HOW TO GET MONEY.**

**And now I am on a mission to teach the whole global Montessori community to get better with money for Montessori!**

Are you in?

Mirka

PS: Shoot me an email at [mirka@amiprague.cz](mailto:mirka@amiprague.cz). What is your biggest pain when it comes to money and your Montessori dream? What do you need money for most?