

# GRAFTON MILNE, SIOR, CCIM

DESIGNATED BROKER AT MENLO GROUP  
COMMERCIAL REAL ESTATE

## ABOUT GRAFTON



Grafton Milne is Designated Broker of Menlo Group Commercial Real Estate and author of *Childcare Center Success: How to Maximize Profits and Minimize Mistakes*. Grafton has worked with many different childcare owners and directors throughout the childcare industry. In writing his book, he had the pleasure of working with childcare experts across the country to learn *Childcare Center Success*. As a result, he provides a unique perspective from a 30,000-foot view of what it takes to run a successful childcare center.

Grafton has earned his Certified Commercial Investment Member (CCIM) and Society of Industrial and Office REALTORS (SIOR) designations, signifying that globally, he is among those at the top of his field in commercial real estate. With a one-of-a-kind niche in childcare real estate, Grafton is affiliated and involved in many national and local early childhood organizations. He's an Ironman Triathlete and enjoys scuba diving and anything else that lets him experience the world with the people he loves. Grafton lives in Phoenix, Arizona, with his wife, Laurisa, and their four amazing children.

## CHILDCARE CENTER SUCCESS:

### HOW TO MAXIMIZE PROFITS AND MINIMIZE MISTAKES

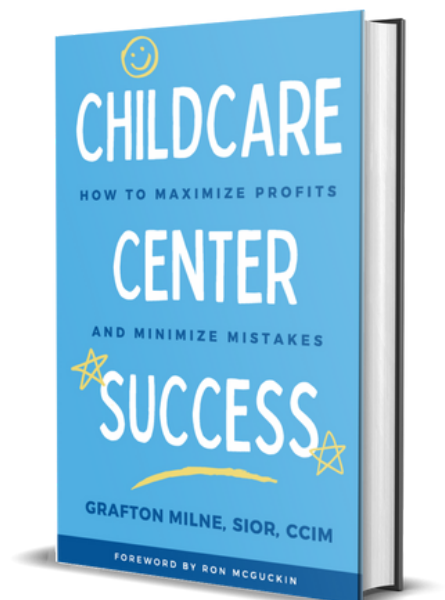
#### Are you ready to succeed?

This book contains insights and examples of what successful childcare centers do that sets them apart. You might read every chapter or go straight to the chapter with the insights and examples you need to create and maintain a successful childcare center. Author and childcare real estate expert Grafton Milne shares proven strategies on how you can succeed in the childcare industry.

#### IN THIS BOOK, YOU'LL LEARN:

- Simple plans to improve your business, marketing, and operations
- How successful childcare centers find and keep top teachers and staff
- How to find the right location for your center
- What top-performing childcare centers do to make their business as good as their childcare...

and other best practices to help you Maximize Profits and Minimize Mistakes. Milne earned these insights through many years as a top performer in the commercial real estate industry with a niche in childcare real estate. You'll find seasoned wisdom, real-life examples, and tried and true business practices you can use to ensure your success. YOUR GUIDE TO MAXIMIZE PROFITS AND MINIMIZE MISTAKES.



# GRAFTON MILNE

## QUESTIONS YOU CAN ASK ME:

- What made you decide to write "Childcare Center Success"?
- What has been the response to the book so far?
- What do you hope childcare owners take away from your book?
- How have you seen the childcare industry change during your career?
- What examples can you share of how real estate positively or negatively impacted a childcare center's success?
- As a business owner yourself, what advice would you give to aspiring childcare owners?
- What other books would you recommend to childcare professionals?
- As a father of four, what message would you give to childcare professionals about their impact?
- What is your favorite part about working with childcare owners?
- What's next for you in your career?

"Childcare is noble work. The work you do touches children and their families. The impact of your work stretches into the future. The children you care for and educate will shape a future that you may not see. That's why you put children at the center of your concerns and your choices."

**Childcare Center Success:**  
**How to Maximize Profits and Minimize Mistakes**  
Author, Grafton Milne, CCIM, SIOR

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## CONNECT:



Grafton's team promotes appearances across social media and email marketing.