

CAREER EDUCATIONAL SERVICES



PARTNER INFORMATION

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About Career Educational Services

CES forms partnerships with Continuing Education Divisions of Colleges and Universities, as well as industry partners. We offer condensed, high demand medical career training programs in communities nationwide.

CES partners with fee-based and non-credit programs to offer popular, high job-demand training that can generate substantial revenue for college and university programs. CES provides instructors, course materials, marketing assistance and externship placement. Partnering with an expert in allied health training can reduce risk, eliminate start-up costs, and generally make your program innovation manageable.

CES has created partnerships with medical facilities, healthcare providers and pharmacies for participants to complete the externship portion of their programs. Our programs are condensed but thorough and prepare graduates for certification and entry-level positions.

In a partnership with CES, your school wins because you meet your mission without exhausting yourself and your staff. Your community wins because you provide access to live training for the exploding healthcare industry.

Our proven successful programs are based on several important principles:

Easy Implementation

Our partners do not need to hire additional staff or make any financial investments to run our programs. CES provides all curriculum and materials. CES staff coordinates and manages the programs, provides customizable advertising, website and catalog content and graphics, press release forms for insertion of new program offerings in local newspapers, recruits, trains, and pays instructors, maintains student records, places students in externship sites contracted with CES. CES also locates and maintains relationships with medical practices, hospitals, pharmacies and labs for the hands-on portion of student training and assists schools in placing our programs on the statewide high-demand list with WIA. In addition, CES representatives visit program sites to evaluate instructors, visit externship sites, interact with students, and visit with college/university continuing education staff.

The partner school provides existing classroom space. They have easy access to our customizable program material to market the programs via

normal marketing channels. They will list our programs in their catalog, and web site. They will issue certificates of completion to graduates and receive student payments for the courses.

Compliment Existing On-Line Programs

Our programs are designed to complement, not compete, with any existing online health career training programs. Our research shows that the market demographics for online training are entirely different than the market for live, instructor led programs. Because of the technical and hands-on nature of our classes, we have found that many students prefer the face-to-face interaction with instructors, peers, and support programs.

Our intent has always been to provide instructor-led classes combined with the hands-on externship experiences. We recruit qualified instructors, who are specially trained to teach adult learners.

High Pass Ratio on Board Exams

When we design, modify, or implement new curriculums and programs, we make sure they teach prospective students the core competencies required to pass appropriate State and or National examinations.

Hands-on components amplify learning and drive home theory to practice learning at actual settings with one of our many contract externship sites.

A High Graduation and Retention Rate

Each student must agree to attend 80% of class sessions, wear uniforms, complete homework assignments, and complete the externship. CES program materials are aimed towards the mature, serious student who is truly motivated to pursue a career in the medical field.

Low Cost Tuitions and Time Convenience

Our programs are designed with the working adult in mind. Convenient class schedules and affordably priced tuition make our programs competitive and very attractive to adult learners looking for a career change. Completion times are almost one-third of the time it takes to complete an eleven-month program offered at most private proprietary schools. Students attend classes just one to two nights per week and one weekend day depending on the program. This class schedule enables working adults with job and family obligations to enroll in and successfully complete the program.

In addition, most proprietary schools charge between \$10,000 and \$15,000 for the same programs offered by CES and their partners. Many of these classes take one to two years to complete. Our program takes out the “fluff and filler” and condenses the programs to three to six months. Our tuition

averages less than \$4,500.00, which includes all materials needed to be successful in the program.

Add to the low cost and convenience, the appeal of a certificate of completion from an accredited university/college, and it is easy to see why our partners immediately become the major competition in their communities for these kinds of certificate programs. In today's competitive continuing education market, your division could become a magnet for training in careers in your community. Of course, this brings in a larger and more reliable income stream than many current programs allow. Since most continuing education divisions are self-supporting, our programs bring in a welcome profit center for help in meeting budgets.

Meets the Needs of the Community

Providing qualified and trained healthcare professionals is a vital component of our mission statement. The increasing demands for trained allied health personnel in most categories of the industry is growing at an average aggregate annual percentage of 27% (*U.S. Occupational Outlook Handbook*) and is expected to keep growing as demand for more medical facilities and pharmacies increase. In addition, baby boomers are growing older and new medicines are being introduced. Our programs reflect the kinds of medical technical skills demanded of prospective entry level employers.

Why Offer Short Term Health Career Programs?

Our market demands short term programs. Adult students with work and family obligations can gain entry level medical skills to start a new career without having to sit in a classroom for up to 2 years. Students appreciate the fact that class is held two days per week for 3 hours versus the normal time commitment of 5 days per week for up to 5 or 6 hours. Our schedules allow this target market to keep working in their current job and spend more valuable time with their families while attending class. Our condensed format is a competency-based model which means that students are not paying for unwanted or unnecessary classes and material. Students learn what they need to pass National and/or State certification exams and gain the knowledge required for entry level positions.

CES's Professional Experience:

Our executive team includes healthcare, educational, and business professionals with extensive experience in offering educational programs. Our board of advisors is comprised of highly respected professionals in their field. Many have served as program expert reviewers.