

KACCS 2018 Career College Day

This January, representatives from ten KACCS campuses traveled to Frankfort for our annual Career College Day at the Capitol. Several students attended the event to discuss their chosen careers and practice the skills they are learning in the classroom. More than 25 legislators and numerous staff members stopped by the event and participated in hands-on activities and demonstrations. Programs featured included: Sullivan University's Culinary Arts, Pharmacy and Physician Assistant programs, ATA College and Beckfield College's Nursing programs, the College for Technical Education's Cosmetol-

ogy program, Spencerian College's Respiratory Therapy program, Sullivan College of Technology and Design's Advanced Manufacturing Technology Program, MedQuest College's Diagnostic Medical Sonography program, and American National University's Surgical Technology, Medical Assisting and Phlebotomy/ECG programs. Tonya Thomas, Director of Health Science Education for the Lexington and Richmond American National University (ANU) campuses shared, "All of the students did an outstanding job...The attending ANU students received many compliments regarding their professionalism [from legislators]."



Rep. Lynn Bechler demonstrating a percussive vest with respiratory therapy students



Rep. Jerry Miller with a nursing student practicing hands-on skills



Rep. Jimmy Higdon with diagnostic medical sonography student



Lung age demo with physician assistant students

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KACCS Board Members

- ◆ **Cindy Landry**
ATA College
- ◆ **Jan Gordon**
Spencerian College
- ◆ **Chris Ernst**
Sullivan College of Technology & Design
- ◆ **Brett Weber**
ATA College
- ◆ **David Keene**
Sullivan University
- ◆ **Jay Marr**
Sullivan University
- ◆ **Brenda Evans**
College for Technical Education
- ◆ **Robin Boughey**
MedQuest College
- ◆ **Tom Cropper**
MedQuest College
- ◆ **Jeffrey Zutaut**
Lexington Healing Arts Academy
- ◆ **Karen McFadyen**
Pearson
- ◆ **Katie Mahan**
McGraw-Hill Education
- ◆ **Stuart Grinell**
Ambassador Education Services

President's Corner

From tracking legislative activity to continuing education and networking opportunities, it's been a busy quarter for our Association with exciting plans on the horizon for the spring quarter as well. If you do not currently have representation from your campus on each of the KACCS committees, I encourage you to get plugged in as we move forward in the quarter to come. Your voice is important to us as we

strive to make an impact speaking on behalf of our sector. Our current committees include: Member Relations, Government Relations, Public Relations/Membership, Conference Planning and Regional Leadership Institute Planning. In the coming months, we will also have multiple leadership opportunities available for individuals who wish to serve our sector at a higher level. This August, we will have two seats opening on the KACCS Board of Directors. Candidates should be in leadership

and among the decision makers on their campuses. We also encourage candidates to be actively involved in a KACCS committee. To be considered, please submit a resume or CV to our Executive Director, by the end of July. In July, as my term on the Kentucky Commission on Proprietary Education draws to a close, KACCS will also be required by legislation to submit names for my replacement. This decision is ultimately made by the Governor's office, but our organization sub-

mits the candidates for consideration. If you are currently licensed by the Commission and are interested in additional information about this opportunity, please contact myself or Candace Bensel by the end of May. We will submit our list to the Governor's office in June. We look forward to working alongside you and your team in the coming months as KACCS continues to grow and provide new and exciting opportunities for our members. Cindy Landry, President
clandry@ata.edu

Legislative Update

2018 General Assembly Coming to a Close

As this is being written, there are three days left in the General Assembly. House and Senate Conferences are still negotiating the budget. Pension reform was given up for dead, but in a surprise move, the General Assembly attached a pension reform to an unrelated piece of legislation.

The bill, which has passed both Houses and has been sent to the Governor, makes no significant pension changes for current employees and retirees. New teachers would be placed in a hybrid cash balance plan. Tax reform is also still on the table and will be a serious part of the budget discussions in the waning days.

KACCS has been working with the Workforce Cabinet on reauthorization of the Work Ready Scholarship program. The bill will be posted for passage this week but has picked up several amendments that expand the scope of the program and make concurrence in the House amendments by the Senate unlikely to happen.

However, there is still time for the House and Senate to resolve their differences. We have also been following HB 465, the Public Protection Cabinet's reorganization of Boards and Commissions. The bill has run into serious problems in the Senate and looks as if it will need additional work in the interim. For additional information or to get more involved with KACCS' Government Relations efforts, contact Greg Brotzge at gbrotzge@impactgovrelations.com

Two KACCS Board Members Take on New Roles with Accrediting Agencies

Recently, two members of the KACCS Board of Directors, Cindy Landry, KACCS President and Director of Accreditation and Compliance for ATA College and Dr. Jay Marr, President and CEO of Sullivan University, have taken on leadership roles within different accrediting agencies where they hope to make an impact in the coming years. Accreditation agencies are private associations, of regional or national scope, which develop evaluation criteria and conduct peer evaluations to assess whether these criteria are met. According to the U.S. Department of Education, the goal of accreditation is to ensure that the education provided by institutions of higher learning meets acceptable levels of quality.

As an association,

KACCS is committed to creating and maintaining quality in the private, career education sector for the people of the Commonwealth. While our members are not required to be accredited, through our code of conduct and continuing education opportunities, we seek to hold our membership to high standards to ensure student needs are being met. We believe our Commonwealth thrives when business and industry hires graduates from one of our member institutions. Those that hold national or regional accreditation strive to diligently align and comply with the standards set forth by those accrediting agencies. As a result, we are pleased to see members of our leadership team take on leadership roles within

these organizations as well. Ms. Landry has been elected as a member of the Commissioner Nominating Committee for the Accrediting Bureau of Health Education Schools (ABHES), a national accreditor. This committee is charged with preparing a list of nominations for the election and appointment of all Commissioners within ABHES. Cindy has served as an Administrative Specialist/Team Leader for over 40 site evaluation visits over the past 12 years and also serves on the ABHES Governing Committee to ensure ABHES operates within the constructs of their bylaws. Dr. Marr has been appointed to the Board of Trustees of the Southern Association of Colleges and Schools Commission

on Colleges (SACSCOC), a regional accreditor. Sullivan University was the first private, proprietary institution to earn membership and accreditation from SACSCOC in 1979. Dr. Marr’s appointment to the board provides an opportunity to, “better relate the perspective of institutions that offer career focused education, for which Sullivan University is known, to the accreditation organization.” “Personally, this appointment fulfills a professional goal to become more deeply steeped in the accreditation process and more involved in helping institutions throughout the south achieve and maintain a high level of quality that is required of all member institutions,” Marr said. Congratulations to Ms. Landry and Dr. Marr on these new roles!

Calling all Volunteers!
Join our KACCS Gives Back Team! Contact us for additional details!

Louisville
Family Scholar House Mayor’s Give a Day Project
April 20th
2:00 p.m. to 4:00 p.m.

Lexington
God’s Pantry Food Sorting and Packaging
May 18th or 25th
Details coming soon!

KACCS Online Training Center

Although job developing requires a mix of critical skills, many career advisors are forced to learn them through the “sink or swim” method. They’re often asked to immediately make a specific number of cold-calls daily. They

learn that “job developing” is synonymous with cold-calling. It isn’t.

CS106 - Becoming an Effective job Developer covers how to properly prepare for job developing, how to prospect, prioritize employer contact, and

communicate with employers to address objections, get job orders, manage them to completion, and continuously engage employers and candidates to develop long-term partnerships. Job developing should be more compre-

hensive than a simple list of employers to cold-call.

Learn more about this course and others available by visiting the KACCS Online Training Center at www.kaccstraining.org. KACCS members, contact KACCS for VIP discount codes.

KACCS Students Panel at Symposium

March 9th, a student panel made an impact at the KACCS Symposium. The students shared what inspires them, what motivates them and what we can do to ensure their success in the classroom and, in turn, their career. KACCS provides multiple continuing education opportunities

for career colleges. Whether our sessions are focused on tools in the classroom, leadership, financial aid, or regulatory compliance, ultimately, the goal is to create an environment where our students will gain the knowledge they need to be successful in their field. The ability to learn directly from

students about the tools that have led to their success made for an extremely informative session.

Students represented on the panel were:

- ◆ Debra Davis, College for Technical Education
- ◆ Catherine Gorrell, MedQuest College
- ◆ Lillian Johnson, Sullivan University

- ◆ Jennifer Zimmerman, Spencerian College

Thank you to these students for taking time out of their schedules to speak with our educators!



SAVE THE DATE

KACCS 2018 Annual Meeting and Educational Conference

Friday, August 24, 2018
9:00 a.m. - 4:15 p.m. (EST)

Look for registration information in the Summer KACCS Newsletter or on our website this July!

Are you interested in presenting or sponsoring this event? Contact KACCS for additional information!



Join us for this event at:

Sullivan University

3101 Bardstown Road
Louisville, Kentucky



Join the Kentucky and Ohio-Michigan State Associations at our Regional Leadership Institute

May 10-11, 2018 ♦ Florence, Kentucky

This event is designed for emerging leaders seeking to enhance their skills and/or advance to the next level in their campus community. The role leadership plays is vital to the overall success of our campuses, our students and our sector. Join us for this interactive event designed to take these skills to the next level.

BASIC AGENDA

Thursday, May 10

8:30 a.m. - 4:15 p.m. (Eastern)

- ♦ Lean, Not Mean: High Impact Performance Techniques to Boost Productivity
- ♦ Time to Update the Enrollment Management Playbook
- ♦ Conflict Management
- ♦ Managing Information in the Information Age
- ♦ How to Start an Alumni Association and Its' Importance to Educational Institutions

- ♦ Round Table Discussions
- ♦ Evening Outing

Friday, May 11

8:30 a.m. - 3:30 p.m. (Eastern)

- ♦ I'll Take Legislative and Regulatory Potpourri for \$1 Tom...
- ♦ Keep Calm and Lead On: Easy Tactics for Difficult Faculty and Students
- ♦ 10 Steps to Regaining Public Trust
- ♦ Leadership in Turbulent Times
- ♦ Round Tables

Breakfast, Lunch and Snacks Provided.

Join us for this event at
Beckfield College
16 Spiral Drive
Florence, Kentucky

This event is geared toward current and emerging leaders. Download your application at kycareercolleges.org. The deadline to submit applications is April 13th.

What some of our previous attendees have said about this event:

"Fantastic job! I really enjoyed all of the speakers and topics. I cannot wait to attend next year!"

"Great networking, collaborations and discussions, and excellent tips for my job."

"Great conference, well worth my time!"

"Great refresher and valuable sharing of best practices! I plan on sending other members of my staff to future events!"

"So many best practices and ideas to take back to my campus for implementation!"

"Great collaboration between Kentucky and Ohio! Look forward to this opportunity again!"

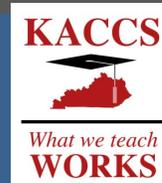
"Excellent mixture of topics and everything was very useful! Beneficial to hear the varying aspects for the different institutions."

"Amazing event!"

Space is Limited! Applications must be submitted by April 13th. Those selected will be notified the week of April 16th.

Cost for members of the participating associations is \$350. The non-member rate is \$475. A 10% discount is available for those who have attended a previous Leadership Institute.

Download your application from the KACCS website at kycareercolleges.org or contact Candace Bensel at candacebensel@kycareercolleges.org for additional information.



KACCS Membership

American National University

Danville, KY
Florence, KY
Lexington, KY
Louisville, KY
Pikeville, KY
Richmond, KY

ATA College

Louisville, KY

Beckfield College

Florence, KY

College for Technical Education

Lexington, KY
Winchester, KY

Daymar College

Bowling Green, KY

Emergency Medical Training

Professionals

Lexington, KY

Interactive College of

Technology

Newport, KY

Kentucky Horseshoeing School

Richmond, KY

Lexington Healing Arts Academy

Lexington, KY

Louisville Beauty Academy

Louisville, KY

MedQuest College

Louisville, KY

Lexington, KY

Spencerian College

Lexington, KY

Louisville, KY

Sullivan College of Technology and Design

Louisville, KY

Sullivan University

Fort Knox, KY

Lexington, KY

Louisville, KY

Online Division

The Medical Institute of Kentucky

Bowling Green, KY

Florence, KY

Lexington, KY

Louisville, KY

The University of Fairfax

Roanoke, VA

ASSOCIATE MEMBERS:

Ambassador Education Solutions

American Medical Certification

Association

Castle Branch

Cengage

Cyanna Education Services

Enrollment Resources

F.A. Davis Company

Financial Aid Experts, Inc.

Financial Aid Services & Genesis

Software

Human Development Company

Hurst Review

IntegriShield

Jones Bartlett Learning

Library and Information Resources

Network

MaxKnowledge

McGraw Hill Education

MDT Marketing

Medline Industries

National Center for Competency

Testing

Pearson

TFC Tuition Financing

Tuition Options

Share Your Stories With Us!

To have your organization highlighted in a future KACCS newsletter, please submit your story ideas to candacebensel@kycareercolleges.org. The deadline for the next Newsletter is Friday, June 15th.

KACCS
PO Box 99367
Louisville, KY 40269-0367

Kentucky Association of Career Colleges and Schools

Phone: (502) 727-3456

E-mail:

candacebensel@kycareercolleges.org

KACCS



What we teach
WORKS

Find us Online at:

www.kycareercolleges.org