

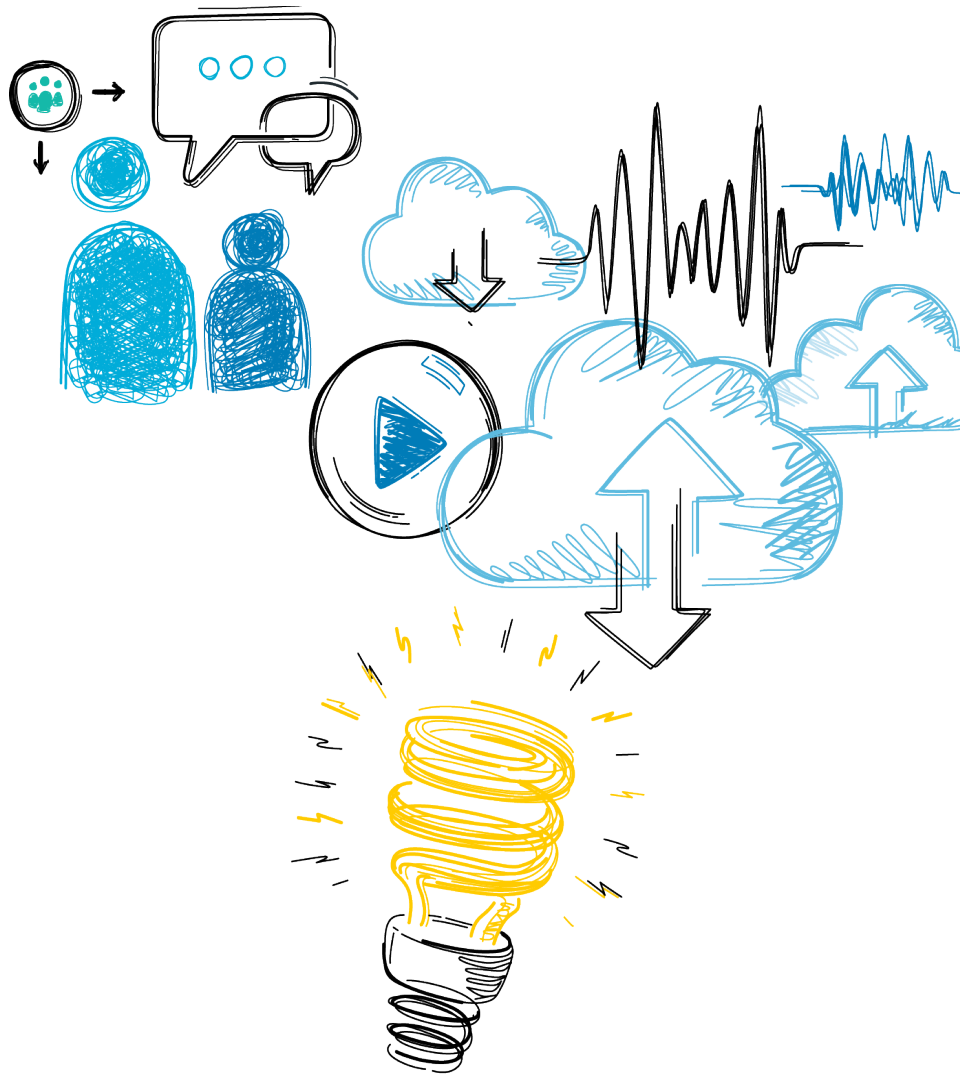
# The Value of Career Training Programs

Thursday, March 9th, 2017

Hosted by: Erin Cross, Marketing Specialist

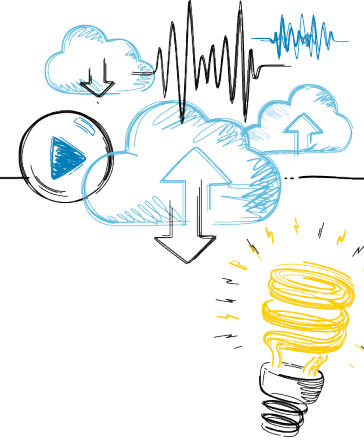
Kelly Bernhard, Account Manager

Partner Co-Presenter: Paul Ragusa



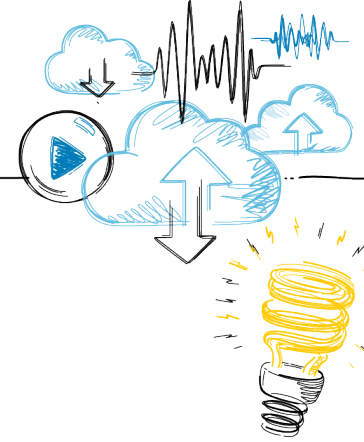
# Agenda

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- About Career Training Programs
- Student Advising and Support Services Included
- Industry Coverage and Hosted Webpage
- Why you should add Career Training Programs
- Success Story

# Career Training Programs



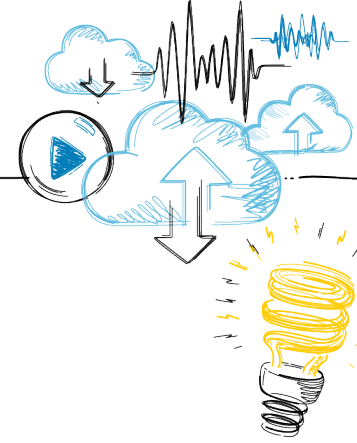
**ed2go provides over 280 Career Training Programs, teaching to the fastest growing, in-demand skills and jobs**

## **How programs work:**

- Start anytime and work at your own pace format that suits individual learning styles
- Most programs prepare students for industry-recognized certifications
- An increasing number of programs include a voucher to take the certification exam
- All required learning/reading materials are provided by ed2go
- Externship opportunities provided for some programs



# Student Advising and Support Services



## Virtual Career Center

Resources for job search, career readiness, and resume/cover letter templates

## Advising

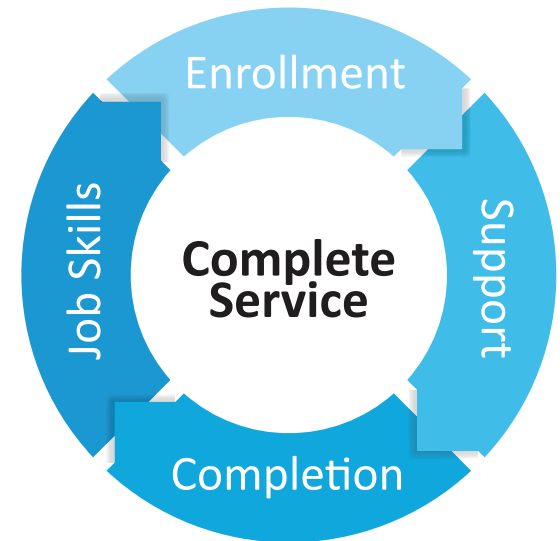
Students have a specific advisor who gets to know future career plans and sets academic goals to help the student reach their desired career path

## Motivation

Advisors and instructors track student progress and will reach out to help students who aren't progressing

## Employment Readiness

Every program includes time management, resume writing, and job search training



# Careers and Industry

Programs cover a wide range of careers and industries. They are presented through a user-friendly website that we will build and host for you.

## Health and Fitness 42 Programs



### Your Schedule • Your Budget • Your Future...Today!

Bergen Community College, in partnership with ed2go, offers online open enrollment programs designed to provide the skills necessary to acquire professional level positions for many in-demand occupations.

Our programs are designed by a team of professionals from each respective field, providing you with effective web-based learning programs. Instructors/mentors are actively involved in your online learning experience, responding to any questions or concerns, as well as encouraging and motivating you to succeed.

#### Arts and Design 11 Programs



#### Business 67 Programs



#### Career Online High School 2 Programs



#### Computer Applications 41 Programs



#### Computer Programming 11 Programs



#### Construction and Trades 16 Programs



#### Health and Fitness 42 Programs



#### Hospitality 9 Programs



#### Information Technology 61 Programs



#### Language 1 Programs



#### Legal 9 Programs



#### Teacher Professional Development 2 Programs



#### Writing 1 Programs



# Program Overview



## Pharmacy Technician (Voucher Included)



**\$1,995.00 (USD)**

**ENROLL NOW**

**CONTACT ME**

Offered in partnership with **Bergen Community College** [choose another school](#)

✳ CODE GES117

☑ VOUCHER INCLUDED

📅 12 MONTHS

🕒 400 COURSE HRS

**OVERVIEW** DETAILS OUTLINE REQUIREMENTS PREREQUISITES INSTRUCTOR FAQs REVIEWS

Learn the skills you need to become work in a hospital or retail setting - online. You'll gain the skills and knowledge to qualify for entry-level positions in pharmacies, and you'll be prepared for national certification.

This program pairs you with an instructor for one-on-one assistance. Upon successfully completing your program, you may qualify for a 40 to 100-hour externship. For more information, view the "Details" section.

All materials are included. Upon completion of this program, you will be prepared to sit for the Pharmacy Technician Certification Exam (PTCE). The registration fee for this exam is included with this program.

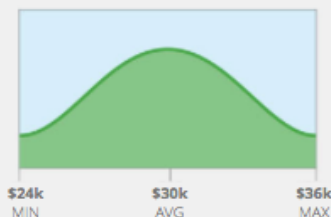
[Click here for information regarding your state-specific regulations for employment.](#)



**Please note: A price increase for this program will go into effect on March 17, 2017.**

### Job Outlook

You can expect to make an average of  
**\$30,840**  
as a Pharmacy Technician in your area.



Companies hiring in your area include:

- CVS Caremark
- Rite Aid Corporation
- Sears
- Hospital Corporation of America
- Omnicare Incorporated

**Program Hours**

**Exam Voucher Included**

**Externship Included**

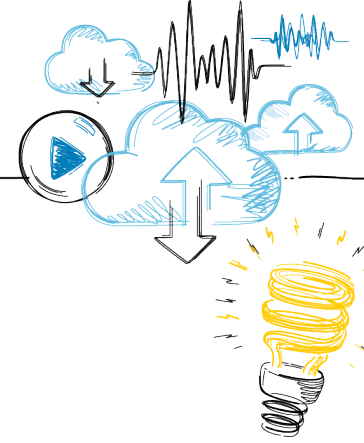
**Melissa Dunworth** has been a pharmacy technician for over 13 years. She lives in Albuquerque, NM. She has worked in all pharmacy arenas (retail, closed pharmacy and training/education) during her pharmacy career. Melissa currently holds a Bachelor's degree in Speech and Hearing Sciences and works as a Developmental Specialist in Early Intervention for children ages 0 to 3 years. She has been a certified pharmacy technician since 1997. Melissa is also registered with the New Mexico Board of Pharmacy.

**Betty Stahl** has a doctorate in pharmacy from Shenandoah University. She has taught similar programs at ASA College in New York City and ACT in Arlington, Virginia, over the past several years. Betty has also worked as a pharmacist at CVS and in hospital settings.

**Lorraine C. Zentz** has been a certified pharmacy technician since 1981. She lives in the small mountain town of Plateau City, Colorado, population 200, and currently works at the Job Corps Center in Collbran, Colorado. She has worked in all pharmacy arenas (retail, home health, hospital, oncology, and education) during her pharmacy career.

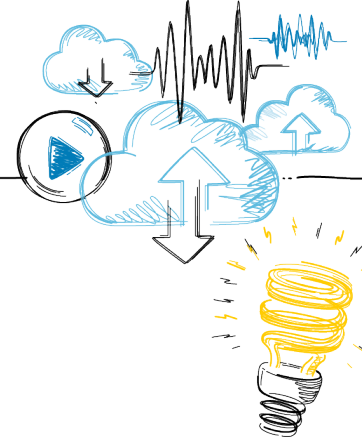
Lorraine received her Bachelor's degree in biology with a minor in chemistry, and her Master's degree in education with an emphasis in curriculum and instruction. She also completed her doctorate studies in adult education. She has held the position of Colorado state coordinator for NPTA and chairman of the Colorado Pharmacist Society Technician Academy, and she's been certified since 1985. In 2004 she was the recipient of the Outstanding Leadership Award and was also named Technician of the Year for the state of Colorado. Lorraine has conducted continuing education programs for technicians throughout Colorado and nationally at the annual NPTA convention.





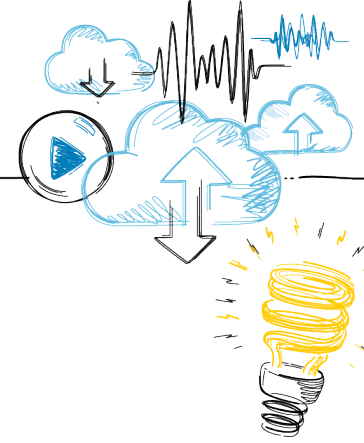
# Why should you offer Career Training Programs?

# Why Offer Career Training Programs



- Increase revenue because of the higher price point
- Add an additional revenue stream
- Take advantage of the ed2go online marketing on partners behalf
- Utilize the ed2go Admissions teams that guide students into appropriate programs on your behalf
- Access to student activity and completion details
- Access to substantial government, Military and workforce funding dollars
- Have a deeper impact on your community through workforce readiness





# Success Story

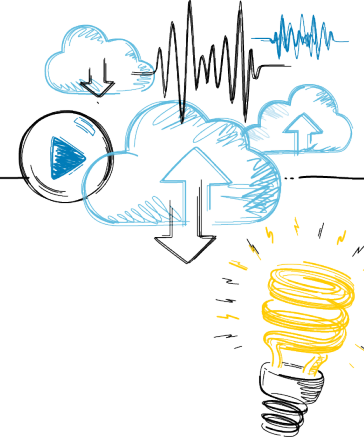
# Partner Success Story

Paul Ragusa

Managing Director of Continuing Education

Bergen Community College

- Why they added Career Training Programs
- Pairing programs together and utilizing WIOA funding
- Strategy moving forward



# Questions?

Thanks for joining us today!

Erin Cross, [erin.cross@cengage.com](mailto:erin.cross@cengage.com)

Kelly Bernhard, [kelly.bernhard@cengage.com](mailto:kelly.bernhard@cengage.com)

If you are interesting in adding Career Training Programs to your catalog, please reach out to your account manager to discuss your next steps.

This presentation was recorded so it can be viewed again at your own convenience.

