

# Contents

## Feature Stories:



### Leveling the Playing Field for FY 2005 Cohort Default Rates

by Mary Lyn Hammer, *Champion College Solutions*

The Cohort Default Rates show a very different picture once the playing field is leveled, with the proprietary sector experiencing the largest percent of rates that decreased from over 10 percent for FY 2004 to under 10 percent for FY 2005. p.1



### Rene Champagne

#### **Career Retrospective, Retirement Plans & Sector Observations**

An interview with Rene Champagne, *Former CEO, ITT Educational Services, Inc.*

Retiring after 21 years at ITT Educational Services, Rene Champagne talks frankly about management, his career, retirement, and his view of the future of the sector. p.3



### Untangling the Web

#### **Getting the Most Out of Internet Leads**

with Kirk Bowden, *Datamark*

Lead generation via interactive media requires that the school distinguish itself from the pack and utilize unique ways to reach potential students. p.12



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### **Back to School and Back to the Stress!**

#### ***Ten Things You Can Do To Help Your Students Stop Worrying and Stay in School***

*by William D. Rowe, Student Resource Services*

Students are most likely to drop out during their first term at school due to conflicts at home, depression, debt, inadequate childcare, school performance issues, housing needs, legal challenges, and other personal issues. These are all issues that can be managed by the school with some advanced planning. **p.18**



### **Turning Finders Into Keepers**

#### ***Career Colleges Marry Their Student Systems With Open-Source Courseware for Seamless E-Learning***

*by Jack Elcik, Ed.D., Campus Management Corporation*

The digital divide between courseware and student systems has engendered a counter-productive competition between academic and administrative computing. The integration between CampusVue and Moodle allows for student services representatives to be focused on meeting students' needs instead of manual transactions. **p.21**



### **Takeaways From Back to School 2007 Conference**

*by Jeffrey M. Silber, BMO Capital Markets*

The general comments at this conference indicated that the economic environment has had little impact so far; even for those companies and programs that are typically considered countercyclical, the pickup in their business was do more to improved execution. **p.26**

## ***Research Reports:***

### **Status and Trends in the Education of Racial and Ethnic Minorities**

*National Center for Education Statistics, U.S. Department of Education*

The report shows that over time larger numbers of minorities have completed high school and continued their education in college. But despite these gains, progress has varied, and differences persist among student groups on key indicators of educational performance. **p.33**

### **Higher Education Improves Quality of Life for Recipients and Society**

#### ***'Education Pays' Report Showcases Importance of Access to Educational Opportunities***

*College Board*

Higher education's broad payoff includes both monetary and non-monetary benefits, and should motivate U.S. policymakers to work toward improving access to postsecondary education for all segments of the population. **p.36**

## ***Conference Report:***

### **Career Colleges and Schools of Texas Annual Conference**

*Photos and Commentary*

CCST reports on its annual conference in San Antonio held in late August. **p.38**

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