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## Feature Stories:



### Challenging Accreditation As We Know It

*An interview with Anne D. Neal, American Council of Trustees and Alumni*

Anne D. Neal may very well be America's leading critic of regional accreditation. She maintains that it is time to decouple federal student aid and the accreditation process. Ms. Neal does have some good things to say about career colleges and their measurable student outcomes. p.1



### Managing Consistent Growth and Outcomes in an Ever-Changing Market

*By Greg Nathanson, Western Career College*

This detailed analysis of managing growth offers benchmarks and practical advice that can only come from years of successful management experience. Nathanson supports his points with key metrics for operations and comparisons that include budgeting, labor costs, decision making, and even a suggested daily schedule for a school director. p.7



### Thinking Beyond the Obvious: The "New" Datamark

*An interview with Tom Dearden, President and CEO*

Dearden outlines the new business strategy for Datamark and offers considerable insight into the state of career college lead generation and management. p.19



The Career College Information Source

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**Michael J. Cooney** .....Editor  
**Terry L. Staerkel** .....Production Manager  
**Stacy L. Schomburg** .....Production Designer  
**Cheryl Hentz** .....Staff Writer  
**Sean P. Johnson** .....Staff Writer  
**Barbara Schmitz** .....Staff Writer

#### WORKFORCE COMMUNICATIONS

627 Bay Shore Drive, Suite 100, Oshkosh, WI 54901  
 920-231-9950 • 1-800-558-8250 • Fax 920-231-9977

Web site: [www.workforce-com.com](http://www.workforce-com.com)  
 Email: [mcooney@workforce-com.com](mailto:mcooney@workforce-com.com)

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### **Creating & Motivating a Unique Ability Team**

*An interview with Arthur Benjamin, ATI Enterprises, Inc.*

For Benjamin, successful leadership starts with the creation of a unique ability team. Each team member's complementary ability is key to producing a result that's bigger than any one member of the team could produce individually. Organizations are best led by example and site visitations as often as possible to provide motivation and to personally check on the operation. p.25



### **Industry Overview and Online Education**

*By Jeffrey M. Silber, BMO Capital Markets*

The for-profit postsecondary education sector is expected to generate an estimated \$23.1 billion in revenue in 2007, or only 6 percent of the estimated \$384 billion spent on postsecondary education in the year. Silber projects that the sector will continue to gain share and forecasts that revenue will increase roughly 9 percent annually to \$35.6 billion in 2012. p.31

## ***Research & Demographic Findings and Trends:***

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