

Thursday, October 26

8:00 a.m. Breakfast

Location: MAIN DINING ROOM

8:30 a.m. – 8:45 a.m. - General Session

Location: MAIN DINING ROOM

Topic: THE COALITION and THE CONVENTION

8:45 a.m. – 9:45 a.m. Breakfast Session

LOCATION: Main Dining Room

CAREER EDUCATION: YESTERDAY, TODAY AND TOMORROW

Michael Mahoney, Education Consulting, Coaching & Training, sponsored by McGraw-Hill

Lessons learned in a 30 year career in this sector. Not a biography, more a memoir of how we fashioned our brand, piece by piece. How we learned that we were in the business of changing habits, coaching our students and building a culture of empathy, professionalism and customer service—the things brands are made of. Our future successes will depend greatly on how we collectively remember and chronicle, and build on this for the future!

10:00 a.m. – 11:00 a.m. SUPERSESSION

LOCATION: East Room 1, 2, 3

CURRICULUM SUBMISSIONS –DO’S AND DON’T’S AND ALL YOU NEED TO KNOW

Thomas Reimer, Ph.D., BPSS Associate, Occupational Education

The heart and soul of every school are the programs it offers. Curriculum design and implementation make each student’s experience come alive. Doing it well and doing it right improve the prospect for student success. Dr. Reimer’s session will help ensure that your submissions will accomplish that.

11:10 a.m. – 12:10 p.m. SUPERSESSION

LOCATION: East Room 1, 2, 3

SELLING STUDENTS ON VALUE – KEYS TO SUCCESS

Richard McCulloch, VP – Tribeca Marketing Group

We must redefine the value proposition of our institutions and the continuing viability of vocational offerings to enhance workforce growth and employability. Rebranding and creating a marketable dynamic within your institution can no longer be optional. We have to create a performance based culture, while clearly connecting the student investment of time and resources to a valued outcome: Employability in their program of study - Now that’s something we can market .

12:10 p.m. -- 1:00 p.m. View Exhibits/Lunch

Location: Exhibit Hall – MAIN DINING ROOM

1:05 p.m. – 2:05 p.m. SUPERSESSION

LOCATION: East Room 2, 3

WHAT DOES GOOD EDUCATION LOOK LIKE?

Ruth Singer, Supervisor, Education Programs

When a school’s Associate walks in the door, or talks to some students, the Associate knows almost immediately if good education is happening. This session will give you an inside look at what they look for and expect to hear and see!

2:10 p.m. – 3:10 p.m. CONCURRENT SESSIONS

LOCATION: East Room 1

CEA: EXCELLENCE IN ESL EDUCATION WITH SPECIALIZED ACCREDITATION

Heidi Vellenga, Ph.D, Associate Director, Comm. on English Language Program Accreditation

The Commission on English Language Program Accreditation (CEA) is the specialized accreditation agency for postsecondary intensive English programs and institutions, focusing on educational offerings related to ESL (English as a Second Language). This presentation will cover the history and mission of the agency, reported benefits of accreditation, a description of the process and the impact of specialized ESL accreditation in the state context.

LOCATION: East Room 2, 3

DO I NEED TO BREAK THE BANK TO BE COMPETITIVE?

Alexander Arthur, V.P., Sales & Marketing, Orbund LLC

Career schools are still experiencing the “Superstorm” that is affecting enrollments. This session looks at the key components a career school needs to attract and retain the millennial student without breaking the bank.

LOCATION: West Room 1

LIFE AND DEATH MATTERS: SPECIALIZED CURRICULUM ADD-INS

Victoria Isaac and Kath Murray, RN, MA, CHPCN(C), FT

Life and Death Matters is on a mission to develop and deliver ‘delicious and digestible’ resources to increase the capacity of the adult learner to provide excellent care for the dying and the bereaved. This session will show how to add these skills into your programs.

3:10 – 3:40 p.m. ICE CREAM and COOKIE RECEPTION

LOCATION: MAIN DINING ROOM

ENJOY NETWORKING, SOME SWEETS and VIEW EXHIBITS

3:45 p.m. – 4:45 p.m

CONCURRENT SESSIONS

LOCATION: East Room 2, 3

HOW TO MAKE YOUR TITLE IV AUDIT EASIER - NEW AUDIT GUIDELINES

David J. Mesko, CPA, Director of Career Colleges Group, Case Sabatini

Explore the Highlights (and Lowlights) of the new DOE Audit Guide. The session will help you to understand the effects on your school as well as how to prepare for an audit under the new guide including Six Tips to help ease the annual audit process.

LOCATION: West Room 1

7 WAYS TO PREVENT STUDENT PAYMENT PLAN DEFAULTS

Sean Steinmarc, CEO, TFC Tuition Financing

Payment plans are a necessity in today’s student loan environment. Avoid the stress, hassle, and extra staff effort involved when students fall behind on their payments with these time-proven tips.

4:50 p.m. – 5:50 p.m. CONCURRENT SESSIONS

LOCATION: East Room 2, 3

CRACKING THE HIGH SCHOOL MARKET – THE NEXT FRONTIER

Sal Ferrara, President and Director, Electrical Training Center

This session will explore how to navigate the public school system and establish linkages that will increase the number of high school grads coming to your school. It will also show how to begin successfully challenging the next frontier – enrolling high school students while they are still in school and getting districts to pay for their training.

LOCATION: West Room 1

TESOL – THE LAST WORD IN ESL PROFESSIONAL TRAINING

John Segota, MPS, CAE, Associate Executive Director, TESOL

TESOL is the world leader in benchmark standards of excellence in ESL teaching. Its programs and services provide valuable help to teachers and schools alike. Learn about its role And how TESOL can benefit your students and school.

6:00 p.m. - 6:30 p.m. Exhibits on Display in MAIN DINING ROOM

6:30 p.m. - 7:30 p.m. Reception/Open Bar - View Exhibits

Location: Exhibit Hall – MAIN DINING ROOM

7:30 p.m. - 9:30 p.m. Dinner

Location: MAIN DINING ROOM

PRESENTATION OF OUTSTANDING GRADUATE AWARDS - 2017

Friday, October 27

7:30 a.m. – 8:15 a.m. Breakfast – MAIN DINING ROOM

8:20 a.m. – 9:20 a.m. “SUPERSESSION”

LOCATION: East Room 2, 3

FEDERAL LAW, REGS & ACCREDITATION UPDATE

Dennis Cariello, Esq., Hogan Marren Babbo & Rose

Learn about compliance issues coming down the pike from federal regulators and accreditors.

9:30 a.m. – 10:30 a.m. ACCES-VR CONTRACTING PROCEDURES

Ray Pierce, Coordinator for Service Delivery, ACCES-VR

10:40 a.m. - 11:40 a.m. BPSS UPDATE and KEY ISSUES

LOCATION: East Room 2, 3

Connie Tully, Financial Statements

Lisa Stiles-Roy, BPSS Licensing Supervisor

Christopher Ronk, Senior Attorney

11:45 a.m. Concluding Session

LOCATION: East Room 2, 3

Terry Zaleski, Executive Director

Muriel Adler, President, Coalition