

Close the Deal: Informational Packet



CLOSE THE DEAL

Background Information

Campaign for College: A Wired65 Initiative. “Close the Deal” constitutes one part of “Campaign for College”, a grant funded by Wired65, an economic and workforce development region of the United States Department of Labor. “Close the Deal” works to fix the region’s education pipeline, prepare regional citizens for 21st century jobs, and create a talent magnet for the region. These steps, along with two others, are outlined in [The TIP Report: Wired65 Regional Competitiveness Strategy](http://www.wired65.com/overview.php), <http://www.wired65.com/overview.php>.

- Pg. 5 [CAMPAIGN FOR COLLEGE COMMITTEE CONTACT LIST](#) “*Campaign for College*” *Committee Contact List*. Use this list to get your questions answered and to forge strong connections with community partners.

August/September: Introduce “Close the Deal” to elected officials, community and business leaders and school administrators.

- Pg. 6 *Close the Deal: Helping High School Seniors Close the Deal on College*. A one-page informational piece that provides insight into the program and the roles and responsibilities of school counselors and administrators and elected officials and community leaders.
- Pg. 7 *Esarey, Jenna.* “Valley closes college ‘deal’.” *The Courier Journal* Dec. 8, 2008. Article published by the Courier Journal highlighting the launch of the program.
- Pg. 8 “*Close the Deal*” *Pitch PowerPoint*. This PowerPoint provides information on the purpose, success, history and timeline of “Close the Deal”.

[HIRE Education Forum: Higher Income Requires Education](http://www.greaterlouisville.com/HIRE/)

<http://www.greaterlouisville.com/HIRE/>. The HIRE Education Forum is an alliance of the colleges and universities throughout the Greater Louisville region. HIRE’s mission is to build connections between Greater Louisville’s post-secondary and business communities to effectively respond to the region’s economic development challenges. As a “Close the Deal” partner, you have the opportunity to build long-lasting relationships with these institutions.

- Pg. 9 *The Graduate Greater Louisville Directory*, published by HIRE, provides background information, academic programs, and contact information for all of the HIRE institutions. This directory will not only help you remain connected with Greater Louisville’s post-secondary community, but will also provide your students with greater insight to the academic opportunities available to them.
- Pg. 21 *Letter to Local Leaders and Officials from Mayor* asking for public support for “Close the Deal”. Use this template from Mayor Jerry Abramson to recruit local support for “Close the Deal”.

September/Early October: Begin planning and organizing of your “Close the Deal” Kickoff Event!

- Pg. 22 *Save-the-Date Email to Admissions Representatives.* One month prior to your “Close the Deal” Kickoff, send a “Save-the-Date” email to the HIRE institutions’ admissions representatives detailing the date, time, and location of your event and asking them to put your education fair on their calendar. This email can be sent by GLI representatives. GLI will help you forge strong connections with the HIRE members.
- Pg. 23 *Request-for-Help Email to College Life Representatives.* One month prior to your “Close the Deal” Kickoff, send a “Request-for-Help” email to current college students or recent college graduates detailing the history and purpose of “Close the Deal”. These volunteers will act as representatives from “college life”. Include in this email the date, time, and location of your event. A good source from which to recruit volunteers are local Americorps and AmericorpsVISTA Team Members and service clubs at regional post-secondary institutions.
- Pg. 24 *Request-for-Help Email to Admissions and Financial Aid Representatives.* One month prior to your “Close the Deal” Kickoff, send a “Request-for-Help” email to the HIRE institutions’ admissions and financial aid representatives asking for their participation in table talks. This email can be sent by GLI representatives. GLI will help you forge strong connections with the HIRE members.
- Pg. 25 *Thank You Email to Volunteers.* Three to four days prior to your “Close the Deal” Kickoff, send a “Thanks-for-Volunteering” logistics email to all volunteers – financial aid, admissions, and college life representatives. Include in this email more detailed information about the topics they will be discussing, guidelines that they should follow in their discussion, and the agenda for the Kickoff event.
- Pg. 26 *Summary for School Faculty.* Prepare your faculty for the “Close the Deal” program.
- Pg. 27 *Faculty Memo.* Send a memo to all staff about “Close the Deal” detailing the program’s history and components and your expectations for your staff’s participation in the program.
- Pg. 28 *Student Expectations.* Prepare your students for the “Close the Deal” program. In an address to all seniors, explain “Close the Deal” and your expectations of the students during the Kickoff events and their responsibilities as participants in the program.
- Pg. 30 Consult “*Close the Deal – Counselor’s Perspective*” for tips on how to make “Close the Deal” a success at your school.
- Pg. 31 *Electronic and Paper Invitations.* Send invitations for your “Close the Deal” Kickoff to local officials, community and business leaders, and school district staff. Include Kickoff sponsors, program partners, and names of guest speakers.
- Pg. 32 *Organizational Chart of Volunteers.* Create a spreadsheet to help you organize your volunteers and education fair participants.

Early Fall: Host your “Close the Deal” Kickoff Event!

- Pg. 33 *Agenda.* Provide volunteers and guests with an agenda for the “Close the Deal” Kickoff.

- Pg. 37 *Volunteer Round Table Discussion Topics*. Provide your admissions, financial aid and college life volunteers with these discussion topics for their interactions with your students. These discussions can be facilitated as table talks with small groups of students or as a volunteer panel for the entire senior class.
- Pg. 38 *Room Arrangement*. These documents include photographs of previous “Close the Deal” Kickoff Events to provide with ideas for room arrangement and table decorations.
- Pg. 40 *Community Leader or Elected Official Talking Points*. These talking points were used by Mayor Jerry Abramson. Use these to inspire the speeches made by your local community leaders or elected officials.
- Pg. 44 *Student Exit Ticket*. Use this College Preference form as a student exit ticket from the Kickoff event. Ask students and staff to make a commitment to “Close the Deal”.

November/December: School counselors interview seniors to talk about their plans beyond high school.

January: Students get help filling out FAFSA and other financial aid forms, and begin interviews with college representatives.

March: Students visit a college campus, college representatives continue meeting with students, and students begin filling out applications.

May: Community leaders and elected officials host a “Close the Deal” Celebration Event to celebrate college acceptances and scholarship awards!

Pg. 45 *Celebration Agenda*. Provide agendas for parents, guests, and staff.

Pg. 46 *Data Report*. Compile data to help track the success of “Close the Deal”.

Pg. 47 *Elected Official/Community Leader’s Letter to Senior Class*. This letter can be adapted to send to the senior class after graduation or after the Kickoff event to encourage students to continue to work hard and stay in school.

*The timeline and steps taken to “Close the Deal” can be tailored to fit any community’s needs.

CAMPAIGN FOR COLLEGE COMMITTEE CONTACT LIST

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Mary Jones, Director of Institutional Effectiveness
KCTCS
 109 East Broadway
 Louisville, KY 40202
 Phone: (502) 213-2200
 Email: maryc.jones@kctcs.edu

Steve Cunningham, Director of Alternative Services
Indiana Department of Education, New Albany-Floyd County Consolidated School Corporation
 2801 Grant Line Road
 New Albany, IN 47150
 Phone: (812) 949-4216 or (502) 727-8604
 Email: scunningham@nafcs.k12.in.us

Close the Deal –

Helping High School Seniors Close the Deal on College 6

In the Greater Louisville region, elected officials are joining with secondary and post-secondary institutions and business organizations to help students make the transition from high school to college and other post-secondary education or training.

Many cities and towns are concerned about the ability of the future workforce to fill high-paying, knowledge-based jobs. **Close the Deal** is a low-cost way to make a real difference for the future of any community.

In Louisville, Mayor Jerry E. Abramson is working with three high schools – Valley, Fairdale and Iroquois – to generate excitement among students about applying to and enrolling in college. Prior work with Valley High School showed that simple steps and persistence on the part of caring adults, more than tripled the college-going rate compared to the previous year. Quite simply, **Close the Deal**:

- **Creates a college-going culture** that reinforces the connections between enhanced education and successful or accelerated career paths.
- **Provides support for and creates a sense of urgency** on the part of students applying for college.
- **Builds “college knowledge”** that helps students make informed choices about their futures.

As a **Close the Deal** partner your school will:

- **Gain access to 31 post-secondary institutions.**
- **Receive \$600** to use towards building a college-going culture in your school and community.
- **Receive support in planning and coordinating** education fairs and celebratory events and in enhancing communication with Greater Louisville’s postsecondary institutions.

Your role in **Close the Deal**:

- **School counselors and administrators**
 - **Track your students’ success!** Keep up-to-date records of senior class size, number of students who have applied, been admitted, and enrolled in college and amount of scholarship money received.
 - **Coordinate education fairs and celebratory events** with help from the Close the Deal team.
 - **Recruit community leaders and officials** to promote Close the Deal.
 - **Keep careful records** of all expenses, receipts, and in-kind donations generated through Close the Deal.
- **Elected officials and community leaders**
 - **Get the message out** by attending the Kick-off meeting and personally delivering the message about the importance of going to college.
 - **Challenge students** to apply to at least one college or university.
 - **Work with principals, counselors and students** to get them the assistance they need.
 - **Celebrate and encourage!** Acknowledge students’ hard work and continually challenge students to achieve more.

FOR MORE INFORMATION CONTACT:

Mary Gwen Wheeler, Louisville Mayor’s Office, marygwen.wheeler@louisvilleky.gov

Sam Mannino, Greater Louisville Inc., smannino@greaterlouisville.com

ESAREY, JENNA. "VALLEY CLOSES COLLEGE 'DEAL'." *THE COURIER JOURNAL* DEC 8, 2008.

Valley closes college 'deal'

Jenna Esarey
December 8, 2008

Why would seniors graduating from high school in May consider themselves to be the class of 2013?

That's how Valley Traditional High School principal Gary Hurt sees them. "That is the year you will graduate from college," he told 167 seniors last week at an event aimed at getting more students to attend college.

"College is no longer a privilege for the few," Hurt told the students. "It is a necessity for the many. In this global age you're not going to make it with just a high school diploma."

The event, called "Closing the Deal," included representatives from 16 colleges who offered information on the admissions process, financing options and college life. It was sponsored by Jefferson County Public Schools, metro government and Greater Louisville Inc., the city's chamber of commerce.

"A lot of times expectations are not set as high as they should be by family and friends," Mayor Jerry Abramson said. "This is a first-time event for us. ... Then the kids have to take the personal responsibility to step up and follow through."

Abramson spoke to the seniors about the importance of college. He stressed the significance of a global economy and quoted figures stating that in 10 years only 40 percent of jobs will be available to someone with only a high school education.

He also touched on the many financing options for students, including Metropolitan College, the UPS program that offers employees a free college education while they work and receive health benefits.

"There is no one in this room who can say 'I cannot afford to go to college.' It's just not true," Abramson said. "You may not want to go to college, but you can afford to."

Chris Keener, 18, is undecided about his future. If he chooses to attend college, he said, he would be the first in his family to do so. "I might be interested in the culinary arts program at Sullivan University," he said. "I just really don't know right now."

Other students had goals set coming into the day's event.

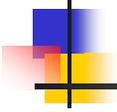
"I want to go to Morehead State and be a veterinarian," said Alysha Mattick, 17. "I'm starting to fill out the forms to apply for grants and scholarships. Today I really want to learn more about the Pell grant."

Dana Shumate, coordinator of the School District Business Partnerships said, "We've spent 11 years training the kids and preparing them for college. We see the event as closing the deal, so that's what we called it."

Hurt, who has been Valley's principal for two years, agreed. "I'd like to replicate this next year," he said. "I think the success we have today can spread to other schools."

CLOSE THE DEAL PITCH POWERPOINT
Double-click on the object to view the presentation.

Close the Deal – Helping High School Seniors “Close the Deal” on College



A Wired65 Initiative - Greater
Louisville Inc., Jefferson County
Public Schools, Louisville Metro
Government



Graduate Greater Louisville Directory

GraduateGreaterLouisville.com
A HIRE Initiative

ATA College

ATA College is an accredited college committed to providing quality instruction, training, and career assistance for men and women pursuing positions in the allied health and information technology fields. Whether you are graduating high school, attending college for the first time or considering returning to school, our highly-focused Allied Health and IT programs provide the important training you need. We offer valuable, hands-on instruction that equips you with real-world skills and lets you step into the career you want. We offer Associate Degrees in Medical Assisting and Medical Coding and Diplomas in Medical Radiography, Practical Nursing, Dental Assisting, Medical Office Assisting, and Network Professional. At ATA College, we don't just prepare you to graduate; we prepare you to pursue your dreams. By training you for the future, we're giving you the independence to become someone, the encouragement to better yourself, and the opportunity to prove to yourself that you can accomplish just about anything.

Contact Information:

ATA College □ 10180 Linn Station Road, Suite A-200, Louisville, KY 40223 □ www.ata.edu
Main Contact: Kelly Fereday □ (502) 371-8330 Ext. 357 □ kfereday@atai.com

Bellarmino University

Bellarmino University is an independent Catholic university serving the region, nation and world by educating talented, diverse students of many faiths, ages, nations, and cultures, and with respect for each individual's intrinsic value and dignity. We educate our students through undergraduate and graduate programs in the liberal arts and professional studies, within which students develop the intellectual, moral, ethical and professional competencies for successful living, work, leadership and service to others. Academics are the heart and soul of a Bellarmino education. Grounded in the liberal arts and sciences, we offer more than 50 majors.

Contact Information:

Bellarmino University □ 2001 Newburg Road, Louisville, KY 40205 □ www.bellarmino.edu
Career Center: Ann C. Zeman, Director □ 502-452-8154 □ Fax 502-452-8050 □ azeman@bellarmino.edu
Admissions: Dawn Hodges, Non-FTFT Admission Counselor and Registration Advisor □ 502-452-8131 □ DHodges@bellarmino.edu

Brown Mackie College

When you choose Brown Mackie College, your future has great potential. With our ONE-COURSE-A-MONTH schedule, you can concentrate on one subject for one month, complete the course in 30 days, then move on to the next. You can expect small class sizes, individual attention, flexible schedules, the convenience of studying close to home, and a career-oriented education that will prepare you for today's competitive and changing workplace. Whether you want to pursue a career in business, legal, medical, computers, or a creative field, Brown Mackie College - Louisville can help you get there. You'll also have a choice of educational pursuits here — with Associate of Applied Business Degree, Associate of Applied Science Degree and the newly added programs in Biomedical Equipment Technology, Occupational Therapy Assistant, Practical Nursing Diploma Program. Brown Mackie College is dedicated to helping our students successfully pursue a college education that will prepare them to launch a career or enhance their current one in an increasingly competitive economy.

Contact Information:

Brown Mackie College – Louisville □ 3605 Fern Valley Road, Louisville, KY 40219 □ 502-968-7191 □ www.brownmackie.edu/Louisville/admissions
Main Contacts: George Nosko, New Enrollments □ 502-810-6000, 1-800-999-7397
James Morris, Re-entering Students □ 502-968-7191, 1-800-999-7397

Campbellsville University - Louisville Campus

CU-Louisville offers an Christ-centered, accelerated program for working adults, helping you “fulfill your calling”! CU-Louisville is the Louisville Campus of Campbellsville University. CU-Louisville is now entering their 6th year in Louisville and is proud to announce their new location at 2300 Greene Way (off Hurstbourne Parkway in the Stony

Brook area). CU-Louisville offers Associate, Bachelor and Master degrees in Business, Management, Criminal Justice, Education, Counseling and Christian Studies.

Contact Information:

Campbellsville University – Louisville Campus □ 2300 Greene Way, Louisville, KY 40220 □ 502-753-0264 □ 1-800-735-0610 □ www.campbellsville.edu

Admissions: James Gribbins, Coordinator of Admissions □ Ext 225 □ jagribbins@campbellsville.edu

Financial aid and policies: Kelli Gwilt, Assistant Center Director □ Ext 229 □ ksgwilt@campbellsville.edu

Daymar College

Daymar College is a private Career College located in the Southwestern quadrant of Louisville Kentucky. The modern free standing campus is located at 4112 Fern Valley Road. The College offers Certificate, Diploma and Associate Degree programs ranging from nine (9) to twenty-four (24) months. Program offerings are Medical Records, Pharmacy Technology, Business Administration, Paralegal Studies, Criminal Justice, Medical Assisting, Network Support Administrator, Internet Web Design, Graphic Design, Billing and Coding and Massage Therapy.

Contact Information:

Daymar College – Louisville Campus □ 4112 Fern Valley Road, Louisville, KY 40219 □

www.daymarcollege.edu/locations-louisville.asp

Main Contact: Terry Queeno □ Assistant Director of Admissions □ (502) 495-1040 □ tqueen@daymarcollege.edu

DeVry University

As one of the largest degree-granting higher education systems in North America, DeVry University provides high-quality, career-oriented associate, Bachelor's and master's degree programs in technology, healthcare technology, business and management. More than 65,000 students are enrolled at its 92 locations in 26 states and Canada, as well as through DeVry University Online. DeVry University is accredited by The Higher Learning Commission of the North Central Association (NCA), www.ncahlc.org. DeVry University, a division of DeVry Inc. (NYSE: DV), is based in Oakbrook Terrace, Ill. For more information about DeVry University, visit <http://www.devry.edu>.

Contact Information:

DeVry University Louisville □ 10172 Linn Station Road, Suite 300, Louisville, KY 40223 □ www.devry.edu

Main Contact: Mary Hawkins □ Campus Director □ (502) 326-2860 □ mhawkins@devry.edu

Elizabethtown Community & Technical College

Elizabethtown Community and Technical College is a comprehensive, accredited two-year college, committed to student success. ECTC offers associate degrees, diplomas, and certificates in more than 30 areas of study. Associate degrees give students a lower-cost option to earn the first two years of their bachelor's degrees close to home, in small classrooms with caring teachers. Students who opt for career tracks in technical fields can earn the credentials they need to support their career goals, whether it's nursing, early childhood education, automotive technology, business administration, information technology, machine tool, culinary arts, or a variety of other career options. ECTC offers distance learning opportunities as well as convenient classes in Fort Knox, Bardstown, Leitchfield, Brandenburg, Greensburg, Radcliff and Hardinsburg. A new campus under construction in Springfield will offer programs in machine tool and die, EDM, industrial maintenance, metrology, fluid power, basic electricity,

electrical construction and motor controls, as well as continuing education courses for area professionals and non-credit, personal enrichment courses for local citizens.

Contact Information:

ECTC □ 600 College Street Road, Elizabethtown, KY 42701 □ www.elizabethtown.kctcs.edu
Main Contact: Bryan Smith □ 270-706-8800 □ bryan.smith@kctcs.edu

Galen College of Nursing

Galen College of Nursing focuses on one objective: excellence in nursing education. Galen educates nurses to meet and exceed the evolving expectations of healthcare. At Galen, classes are smaller so attention is individualized, hands-on clinical experience is the key component, and graduates are successful, with board passing rates that exceed the national average. Galen has well over 1,000 students at four U.S. campuses, making it **one of the largest nursing schools in the country**.

Contact Information:

Galen College □ 1031 Zorn Ave., Suite 400, Louisville, KY 40207 □ www.galencollege.edu/louisville
Main Contact: Maggie Claypoole □ 502-410-6202 □ mclaypoole@galencollege.edu

Georgetown College

Georgetown College, consistently ranked in national publications for academic excellence in the liberal arts, teaches students to think, lead and serve with balance and respect as demonstrated and modeled by Christian character. Founded in 1787 and chartered in 1829, **Georgetown offers 43 majors and 32 minors** to its 1,400-plus undergraduates. Unique program offerings include **Commerce, Language and Culture, which fuses coursework in business, foreign languages and international studies to prepare students for the global workplace**. In addition, Georgetown offers an interdisciplinary major and minor in Security Studies, a cross-over of the natural sciences with social sciences. Georgetown has partnerships with the University of Kentucky's Patterson School for Diplomacy and International Commerce and Martin School for Public Policy and Administration. Students may also choose from an array of study-abroad opportunities and benefit from a unique partnership with Regent's Park College of Oxford University. Georgetown's Equine Scholars Program is the exclusive academic partner of the Kentucky Horse Park, Lexington, and offers numerous internship and equine-related study opportunities.

Contact Information:

Georgetown College □ 400 East College Street, Georgetown, KY 40324 □ www.georgetowncollege.edu
Main Contact: Holly James, Internship Coordinator and Associate Director, Graves Center for Calling & Career □ 502-863-7094 □ holly_james@georgetowncollege.edu

Hanover College

Hanover College is a private, coeducational liberal arts college affiliated with the Presbyterian Church (U.S.A.). Founded in 1827, Hanover is the oldest private college in Indiana. The College is located in southeastern Indiana on 650 acres overlooking the Ohio River. Hanover's student body of approximately 1,000 students earn **Bachelor's degrees in more than 30 degree program**. Hanover College. Small College. Big Opportunities.

Contact Information:

Hanover College □ P.O. Box 108, Hanover, IN 47243 □ www.hanover.edu
Main Contacts: Jill Neuman, Asst. Director of Admissions □ 812-866-7092 □ neumanj@hanover.edu
Margaret Krantz, Career Center Director □ 812-866-7126 □ krantzm@hanover.edu

Indiana Wesleyan University

Indiana Wesleyan University is a private, regionally accredited, Christian university affiliated with the Wesleyan Church. The adult degree program, known as **LEAP (Leadership Education for Adult Professionals)**, was designed in 1985 to **provide undergraduate and graduate degree programs for working adults**. The traditional main campus was founded in 1920, and is located in Marion, Indiana.

Contact Information:

Indiana Wesleyan University □ 1500 Alliant Avenue, Louisville, KY 40299 □ www.indwes.edu or www.theleaprogram.com □ 502-261-5040

Main Contacts: Manuela Chamberlain □ 502-261-5044 □ manuela_chamberlain@indwes.edu
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Amanda Serafin (Nursing) □ 502-261-5032 □ Amanda.serafin@indwes.edu

ITT Technical Institute

ITT Technical Institute is an affiliate of ITT Educational Services, Inc., a leading private college system focused on technology-oriented programs of study. It operates over 90 ITT Technical Institutes in more than 30 states which predominantly provide **career-focused, degree programs in information technology, drafting and design, electronics technology and criminal justice**. Headquartered in Carmel, Indiana, it has been actively involved in the higher education community in the United States since 1969 and is committed to helping men and women develop the skills and knowledge that can be used to begin careers in our global technology-driven culture.

Contact Information:

ITT Technical Institute □ 10509 Timberwood Circle, Suite 100, Louisville, KY 40223 □ www.itt-tech.edu

Main Contact: Mike Alcorn, Director of Recruitment □ 502-327-7424, ext. 112 □ malcorn@itt-tech.edu

IU Southeast (Indiana University Southeast)

IU Southeast, one of eight campuses of Indiana University, is located in New Albany, Indiana, ten minutes from downtown Louisville. Currently over 6,200 students are enrolled in **6 master's degree programs, 40 bachelor's degree programs, and 9 associate's degree programs**. Through a reciprocity agreement with Kentucky, IU Southeast offers Indiana Resident Tuition Rates to residents of Jefferson, Oldham, Bullitt, and Trimble counties. Residence halls are under construction and will be available for occupancy in fall of 2008.

Contact Information:

Indiana University Southeast □ 4201 Grant Line Road, New Albany, IN 47150 □ www.ius.edu □ 812-941-2275 □ Fax 812-941-2557

Main Contacts: Chris Crews, Associate Director of Admissions □ c crews@ius.edu
James A. Kanning, Director of Career Services □ j kanning@ius.edu
Lynn Prinz, Assistant Director of Career Services □ m prinz@ius.edu

Ivy Tech Community College

Ivy Tech Community College of Indiana is a public community college which serves Southern Indiana and metropolitan Louisville. Ivy Tech offers **career-focused degrees, transfer degrees and courses, and general education and liberal arts courses**. The College offers associate of arts, associate of science, and associate of applied science degrees. Ivy Tech is the second largest college system in Indiana, enrolling more than 105,000 students in 2007 and

has the lowest tuition rate in the state. The Ivy Tech Southern Indiana campus is conveniently located in Sellersburg, Indiana (just ten minutes from downtown Louisville on I-65N.)

Contact Information:

Ivy Tech Community College □ 8204 Highway 311, Sellersburg IN 47172 □ www.ivytech.edu/sellersburg
Main Contact: Ben Harris □ 812-246-3301, Ext. 4137 □ bharris88@ivytech.edu

Jefferson Community and Technical College

Higher education begins at Jefferson Community and Technical College. The Louisville-based college has five campuses, three in Jefferson County and one each in Shelbyville and Carrollton. It has one of the state's most extensive on-line programs, including Learn Anytime, which allows students to start classes on any day of the year and work at their own pace. Jefferson offers associate degrees, diplomas and certificates in numerous career fields, including nursing, allied health, automotive technology, information technology, culinary arts, commercial art and business. In addition, Jefferson offers associate of arts and associate of science degrees that transfer into the state's four-year public universities. Jefferson, the largest of 16 colleges that form the Kentucky Community and Technical College System, enrolls 15,500 students in 70 fields of study.

Contact Information:

Jefferson Community & Technical College □ 109 E. Broadway, Louisville, KY 40202 □ www.Jefferson.KCTCS.edu □ 502-213-4000
Main contact: Chanda Rodski □ (502) 213-7261 □ Chanda.Rodski@kctcs.edu

McKendree University

McKendree University, formerly McKendree College, became one of Illinois' first colleges in 1828. McKendree began offering quality education to working adults in the state of Kentucky in 1973 with campuses in both Louisville and Radcliff. Currently, the University offers undergraduate degree programs in the areas of business, human resource management, information technology, communication and nursing. Our graduate degree programs in Nursing and Business Administration are highlighted by an MBA in International Business and an MBA in Human Resource Management. McKendree University's accelerated course schedule offers students the chance to enroll in classes at the beginning of each month. McKendree University - Education for the Real World.

Contact Information:

McKendree University □ Kentucky Campuses □ 10168 Linn Station Rd, Louisville, KY 40293 □ www.ky.mckendree.edu
Main Contact: Sean Ashcraft, Admissions Representative □ 502-266-6696 □ smashcraft@mckendree.edu

Mid-Continent University

Mid-Continent University ADVANTAGE Program offers an option to help you complete your Associate or Bachelor degree in less than two years. Classes are available in Louisville and throughout Kentucky. You can attend a college class just one night a week for five weeks, and complete an entire college course bringing you closer to a degree. Time is a luxury adult learners don't have. Mid-Continent's accelerated format can make that elusive degree possible.

Contact Information:

Mid-Continent University □ 99 Powell Road East, Mayfield, KY 42066 □ 888-MCU-GRAD □ www.midcontinent.edu
Main Contacts: Rita Mallory □ 502-432-7753 □ rmallory@midcontinent.edu
Elaine Jetton □ 270-705-4579 □ ejetton@midcontinent.edu

National College

National College was founded in Roanoke, Virginia in 1886. Originally known as National Business College, National College is dedicated to the training and educating of men and women for a full life and a successful career in a number of general and particular fields. As a collegiate institution offering educational credentials from **diplomas to Masters Degrees in the business and medical fields**, National College strives to develop each student intellectually, culturally, socially. The College is interested in each individual becoming proficient in the disciplines necessary for his and her success, with the training necessary to be self sufficient and enterprising and with the background necessary to be constantly expanding his or her intellectual and cultural horizons. National College has been educating students in the River City and throughout Kentucky since 1991. The Louisville campus offers a variety of career options in a comfortable setting. The degree and diploma programs offered have been carefully evaluated to ensure the students will be receiving career skills that are in demand in their community.

Contact Information:

National College □ 4205 Dixie Highway, Louisville, KY 40216 □ www.national-college.edu □ 502-447-7634
Main Contact: Tammy Southerling □ 502-447-7634 □ tsoutherling@national-college.edu

Northwood University

Northwood University was founded in 1959 and is a private, not-for-profit special purpose university offering educational and career growth opportunities for busy working adults. Northwood University offers **Bachelor of Business Administration degrees and provides management education** to learners throughout the world. At Northwood University, we believe the best investment is the one you make in yourself. In today's fast-paced business world earning a degree from a regionally accredited university is essential. You work, organize, and lead, not only in business but personally as well. Northwood's Adult Degree Programs provide the flexibility you need to succeed in your educational goals. Our **specialized business degree programs** allow you to combine evening, weekend, and online courses to fit your schedule. Additionally, many students are able to earn college credit for their prior work and learning experiences. Northwood University opened program centers in Kentucky in 1997 and has centers in Louisville and Georgetown, KY. Discover the leader in you, today.

Contact Information:

Northwood University □ 11492 Bluegrass Parkway, Suite 112, Louisville, KY □ 502-261-1977 □
www.northwood.edu/adults/kentucky-louisville/
Main Contact: James Croan □ croanj@northwood.edu

Ottawa University

Ottawa University's history goes back to 1865 in Ottawa, Kansas. In collaboration with two American Baptist missionaries, and the Ottawa Indians of Kansas, work began to promote education and peace in a changing world. Out of this relationship, Ottawa University was born. Ever mindful of its original commitments, Ottawa University is now a comprehensive, not-for-profit, educational institution, which serves students of traditional age and adult learners worldwide. Grounded by its mission, Ottawa University carries out its educational purposes through its **liberal arts and professional studies programs at both the undergraduate and graduate levels**. Ottawa University guides learners to integrate faith, learning, and life, to gain the abilities they need to succeed and prosper, and to do so with an increased sense of the knowledge, compassion, respect, and service our world requires.

Contact Information:

Ottawa University □ 287 Quarter Master Court, Jeffersonville, IN 47130
Main Contact: Peg Gernand, Admissions Counselor □ 812-280-7271 □ Peg.Gernand@ottawa.edu

Purdue University College of Technology at New Albany

Purdue University's College of Technology at New Albany is located on the campus of IU Southeast, ten minutes from downtown Louisville. Currently over 175 Purdue students are enrolled in degree and certificate programs in five areas of study: computer graphics; electrical, industrial, and mechanical engineering technology; and organizational leadership and supervision. Through a reciprocity agreement with Kentucky, Purdue at New Albany offers Indiana resident tuition rates to residents of Jefferson, Oldham, Bullitt, and Trimble counties. Residence halls are under construction and will be available for occupancy in fall of 2008.

Contact Information:

Purdue College of Technology at New Albany □ c/o IU Southeast □ 4201 Grant Line Road, New Albany, IN 47150

□ www.purdue.edu/tech/newalbany

Main Contact: Ms. Christy Snip, Student Services □ 812-941-2671 □ technewalbany@purdue.edu □ Office Location: 743 Hausfeldt Lane, New Albany, IN

Spalding University

Since 1814, Spalding University has offered high quality education on the bachelor, master and doctoral degree levels. Steeped in the catholic tradition, this independent university is conveniently located just blocks away from Louisville's vibrant business and entertainment districts. Spalding offers 24 degree programs with daytime, evening and weekend classes delivered in our unique 6-week session format. In 1980 our Adult Accelerated Program (AAP) was the first in the state of Kentucky to offer weekend degree programs and was an innovative leader in developing excellent, flexible and affordable evening classes for adult learners. Included among our many degree programs in both the traditional and AAP formats are: accounting, business, communication, education, liberal studies, occupational therapy, psychology, social work and nursing.

Contact Information:

Spalding University □ 845 South Third Street, Louisville, KY 40203 □ www.spalding.edu

Main Contact: Patty Goodman, Director of Admissions □ 502-585-9911 ext. 2250 □ PGoodman@spalding.edu

Spencerian College

Spencerian College, founded in Louisville in 1892, has earned an excellent reputation through its tens of thousands of successful graduates. Spencerian College continues to provide an unmatched history of offering its students a unique opportunity to prepare for a successful career in today's professional world. Students can pursue a certificate, diploma, or associate degree in a variety of fields, including health services and business. Our programs are taught in quarters for more flexibility, with day, evening, and online sessions. Let Spencerian College lead your employees down the path of education.

Contact Information:

Spencerian College □ 4627 Dixie Highway, Louisville, KY 40216 □ www.spencerian.edu □ Fax: 502.447.4574

Main Contacts: Karen Swinney, Admissions Relations Coordinator □ kswinney@spencerian.edu □ 502-449-7886

Lynda Reynolds, Re-Entry Coordinator □ lreynolds@spencerian.edu □ 502-449-7815

St. Catharine College

St. Catharine College is located on US 150, just 15 miles south of historic Bardstown, Kentucky one hour southwest of Lexington and one hour southeast of Louisville. St. Catharine College founded in 1931, is a small liberal arts college at its best. A unique residential collegiate experience totally dedicated to helping each student realize his or her full potential. St. Catharine College provides an environment where academic challenge, individual guidance, and personal support come together — so you can build success. At St. Catharine College, you join a community of

teachers and learners to build the knowledge, skills, and insights to chart your course to success, no matter what that means to you. Charting your course to success at St. Catharine College allows you to: prepare for the pursuit of lifelong learning; **train for a career in health science, education, criminal justice, or business**; play your sport as a member of the NAIA Mid-South Conference; have fun, make new friends, and enjoy college life and explore the opportunities only a private, student-centered college can offer.

Contact Information:

St. Catharine College □ 2735 Bardstown Road, St. Catharine, KY 40061 □ www.sccky.edu

Main Contacts: Connie Kays □ 1-859-336-5082 Ext. 1203 □ ckays@sccky.edu

Toni M. Wiley □ 1-859-336-5082 Ext. 1240 □ twiley@sccky.edu

Strayer University

Strayer University is a proprietary institution of higher learning which offers **undergraduate and graduate degree programs in business administration, accounting, information technology, education and public administration** to more than 36,000 working adults at 53 campuses and worldwide via the Internet through Strayer University Online. Strayer University is accredited by the Middle States Commission on Higher Education. Founded in 1892, Strayer attracts students from around the country and throughout the world.

Contact Information:

Strayer University □ 2650 Eastpoint Parkway, Suite 100, Louisville, KY 40223 □ www.strayer.edu

Main Contacts: Margaret Garner, Admissions Manager □ 502-253-5001 □ Margaret.Garner@strayer.edu

Mary Ann Nestmann, LRC Manager □ 502-253-5029 □ maryann.nestmann@strayer.edu

Sullivan College of Technology and Design

Sullivan College of Technology and Design (SCTD), formerly The Louisville Technical Institute, was founded in 1961 by George Dumbaugh, a professional engineer. Mr. Dumbaugh founded Louisville Tech out of a desire to repay a kindness extended to him by two individuals who helped him achieve his educational goals as a young man. SCTD is a dynamic, changing, and growing institution. Due to the very nature of the industries it serves, SCTD stays abreast of new technologies to meet the needs and high-tech demands of industry. SCTD is part of the Sullivan University System, which includes Sullivan University in Louisville, Lexington and Fort Knox, as well as Spencerian College in Louisville and Lexington. Today, SCTD is located on a multi-million-dollar campus awarding **certificates, diplomas, associate degrees and bachelor's degrees in a variety of technical and creative fields to graduates of both day and evening programs**.

Contact Information:

Sullivan College of Technology and Design □ 3901 Atkinson Square Dr, Louisville, KY 40218 □ www.sctd.edu □ 502-456-6509 □ 1-800-844-6528

Main Contact: Ronald Chilton, Admissions Relations □ 502-213-8228 □ RChilton@sctd.edu

Sullivan University

Sullivan University is accredited by the Commission on Colleges of the Southern Association of Colleges and Schools (SACS, 1866 Southern Lane, Decatur, GA, 404-679-4501) to award **certificates, Associate, Bachelor's and Master's degrees in career-oriented programs ranging from business, accounting, legal studies, human resources and logistics to culinary arts, dispute resolution and early childhood education**. In July 2009, Sullivan started its first doctorate degree in pharmacy. Our programs are taught in quarters for more flexibility, with day, evening, and online classes available. Sullivan University is a part of the Sullivan University System.

Contact Information:

Sullivan University □ 3101 Bardstown Road, Louisville, KY 40205 □ www.sullivan.edu □ Fax: 502-456-0040

Main Contacts: Terri Thomas, Director of Admissions ☐ 502-413-8531 ☐ tthomas@sullivan.edu
 Sherry Klein, Director, Graduate Employment Services ☐ 502-459-3535 ☐ sklein@sullivan.edu
 Nina Martinez, Assoc. Director of Admissions ☐ 502-456-6505 ☐ nmartinez@sullivan.edu
 Shawn Schwaner, Assoc. Director of Admissions ☐ 502-644-6157 ☐ sschwaner@sullivan.edu

University of Louisville

The University of Louisville is a state-supported research university located in Kentucky's largest metropolitan area. It was a municipally supported public institution for many decades prior to joining the university system in 1970. **The University has three campuses.** The 287-acre Belknap Campus is three miles from downtown Louisville and houses seven of the university's **11 colleges and schools.** **The Health Science Center** is situated in downtown Louisville's medical complex and houses the university's health-related programs and the University of Louisville Hospital. On the 243-acre Shelby Campus, located in eastern Jefferson County, are the **National Crime Prevention Institute and the Information Technology Resource Center.**

Contact Information:

University of Louisville ☐ Louisville, KY 40292
 Main Contacts: Aaron Phillips, Admissions Counselor ☐ 502-852-4955 ☐ aaron.phillips@louisville.edu
 Matt Bergman, Academic Advisor ☐ 502-852-2570 ☐ matt.bergman@louisville.edu
 Susan Hildebrand, Program Coordinator ☐ 502-852-0568 ☐ s.hildebrand@louisville.edu

University of Phoenix – Louisville Campus

University of Phoenix reinvented **higher education for working adults who wanted to earn a degree** without putting their lives on hold. With a focus on providing exceptional service to our students and an academic model that has been praised by business and industry leaders alike, the University has helped hundreds of thousands of people achieve the dream of a degree. University of Phoenix is a pioneer in providing access to technology that prepares students to make informed decisions in the workplace. At University of Phoenix, technology is incorporated into all aspects of the educational experience, from support services to interactive tools, such as online simulations, web-based tutorials and electronic learning materials. In Louisville, the University offers degree programs via classes at their Linn Station Road Campus as well as Online. University of Phoenix is accredited by The Higher Learning Commission and is a member of the North Central Association

Contact Information:

University of Phoenix – Louisville Campus ☐ 10400 Linn Station Road, Suite 100, Louisville, KY 40223
 Main Contact: Melissa Peak ☐ 502-645-5783 ☐ Melissa.Peak@Phoenix.edu

Webster University

Webster has over thirty years of experience in educating adults in Kentuckiana. Webster University is a nonprofit private university that offers **Master's degree programs including the MBA, MHA, and MA in Management and Leadership, HR Management, HR Development, Media Communications, and mental health Counseling.** Courses are offered on week nights or Saturday mornings in nine week terms. Students can begin in any of our five terms. Founded in 1915 as a small private college in St. Louis, Webster University has grown into an international network of over 100 campuses across the United States, Europe, and Asia.

Contact Information:

Webster University ☐ 1031 Zorn Avenue, Suite 200, Louisville, KY 40207 ☐ www.webster.edu/louisville
 Main Contact: Tammy Burke, Community Relations Coordinator ☐ 502-896-1835 ☐ burke@webster.edu

Western Kentucky University

Western Kentucky University provides students with rigorous academic programs in education, the liberal arts and sciences, business, and traditional and emerging professional programs, with emphasis at the baccalaureate level, complemented by relevant associate and graduate-level programs and a doctoral program in educational leadership. At the main campus in Bowling Green and regional campuses in Glasgow, Owensboro and Elizabethtown/Ft. Knox/Radcliff, WKU places a premium on teaching and student learning. The faculty engage in creative activity and diverse scholarship, including basic and applied research, designed to expand knowledge, improve instruction, increase learning, and provide optimum service to the state and nation. For more information, visit www.wku.edu.

Contact Information:

Western Kentucky University □ 1906 College Heights Blvd., Bowling Green, KY 42101 □ (270) 745-0111 □ www.wku.edu or www.wku.edu/etown-ftknox

Main Contacts: Scott Gordon, Admissions Director □ (270) 745-2551 □ scott.gordon@wku.edu
Paul Casebolt, Admissions Counselor □ (270) 745-2551 □ paul.casebolt@wku.edu

Higher Education Resources

Kentuckiana College Access Center

The Kentuckiana College Access Center (KCAC) is a KentuckianaWorks managed project that is funded by the Department of Education in Washington D.C. KCAC assists individuals throughout the metropolitan area overcome barriers to postsecondary education. These free services include financial aid application assistance (FAFSA), admission application assistance, career assessment and counseling. Related services include assistance in scholarship searches, academic tutoring (limited to currently enrolled postsecondary students), ACT/SAT preparation, educational workshops, assistance in selecting postsecondary institutions and information on the rehabilitation of defaulted student loans.

Contact Information:

Kentuckiana College Access Center (2 locations) □ 200 W. Broadway, Suite 700, Louisville, KY 40202 □ 2801 Grant Line Rd, New Albany, Ind. 47150 □ www.kentuckianacollegeaccess.org

Main Contact: Scott Kochenrath □ 502-949-4254 □ scott.kochenrath@kentuckianaworks.org

Kentucky Higher Education Assistance Authority (KHEAA) and The Student Loan People

The Kentucky Higher Education Assistance Authority (KHEAA) and The Student Loan People administer various financial aid programs, including grants, scholarships, work-study, and student loans. Our mission is to improve students' access to higher education. We offer a variety of free publications and services to help students learn about and apply for financial aid, many of which can be accessed on our agency websites and the college-planning website, www.gohigherky.org.

Contact Information:

KHEAA □ P.O. Box 798, Frankfort, KY 40602-0798 □ 800-678-4625 □ www.kheaa.com

The Student Loan People □ P.O. Box 24266, Louisville, KY 40224-0266 □ 888-678-4625 □ www.studentloanpeople.com

Main Contact: Kim Dolan, Jefferson County Outreach Counselor □ 502-329-7206 □ kdolan@kheslc.com

LETTER TO LOCAL LEADERS AND OFFICIALS FROM MAYOR

Dear _____,

Last fall, I challenged all seniors at Valley High School in Louisville to go to college or pursue some sort of post-secondary education or training. To support them, we held a college fair and brought them information on admissions, financial aid, and what it's like to go to college. The effort, called "Close the Deal", increased the number of students with college acceptances from 20 the previous year to more than 100 by graduation day. And, these young people earned over \$200,000 in scholarships. The effort was so successful that I want to invite you, as a fellow elected official, to "Close the Deal" in your own community.

As part of a federally-funded WIRED 65 grant, Greater Louisville Inc. is taking the lead to help elected officials in our region consider a similar outreach to high schools with low college-going rates to significantly increase college-going, and high school graduation, rates. The team, which includes representatives from 31 regional colleges and universities, is offering to share our successful strategy with a team in your community on what we do to motivate, advise and assist high school seniors.

Here is what I learned from Close the Deal: First, kids look up to and listen to their elected officials; the young people at Valley listened to what I told them that having a degree could mean an additional \$1M in earning over a lifetime, and paid attention when I challenged them to submit at least one college application. Second, they responded when I told them that the community counts on their achieving post-secondary degrees to build the regional economy, and that people who are qualified for and hold 21st century jobs are valuable, tax-paying citizens who enjoy a great quality of life.

If they haven't already done so, in the next week members of the regional Close the Deal team will contact you with information on this program. I hope you will feel free to contact me if you have questions about Close the Deal, and encourage you to take advantage of this opportunity to initiate Close the Deal in your community.

Sincerely,

Jerry E. Abramson
Mayor

**SAVE THE DATE EMAIL – EDUCATION FAIR
(sent 1 month before kickoff event)**

Good afternoon all! I just wanted to send a quick email to all of you to give you some of the dates for this year's Close the Deal program. You may remember that last year, we worked with Valley High School on a pilot program for Close the Deal. Briefly, Close the Deal is a program designed to work with a high school's entire senior class to urge them to pursue post-secondary education. The goals of this program are to: increase college knowledge, create a college-going culture amongst seniors in high school and to provide support and create a sense of urgency for higher education. We had great success with the program last year at Valley and were able to increase the number of seniors applying for and enrolling in college by leaps and bounds.

We will once again be reaching out to you this year for your assistance! We will be partnering with JCPS again this year and will in fact be increasing our participation to three JCPS high schools - Valley, Fairdale and Iroquois. In addition to these three schools, we are working to expand the program even further to include other high schools in other school systems in our 26-county region.

The success of this program has spread throughout our region and we are hoping to have even more success this year, but can only do it with your help! We will be coming back to you in the next couple of weeks with more information on further specifics for this program, but wanted to touch base with you on the three dates we have confirmed for the JCPS Close the Deal kick-off celebrations. Please mark your calendars accordingly and spread the word throughout your institutions!

JCPS Close the Deal 2009-2010 Kick-Offs:

September 29, 2009 - Iroquois High School - 10:30am-12:30pm
September 30, 2009 - Valley High School - 10:30am-12:30pm
October 12, 2009 - Fairdale High School - 10:30am-12:30pm

Thanks so much and we look forward to working with you again this year!

REQUEST FOR HELP – COLLEGE LIFE
(sent one month prior to event)

Dear Louisville VISTAs and VISTA Supervisors:

My name is Katherine Becker, and I am a VISTA at Greater Louisville, Inc. - the Metro Chamber of Commerce. At GLI, I work in the education department of the economic development office. One of our initiatives is called "Close the Deal" - a program to encourage high school seniors to pursue post-secondary education. Last year, the program was in only one Jefferson County high school: Valley High School. Valley HS traditionally had very low college-going rates, but after implementing "Close the Deal", the number of seniors attending a post-secondary institution after graduation jumped from 20 to over 100. Last year's senior class at Valley HS also earned more than \$200,000 in scholarships and grants.

This year, we need your help to get our high school seniors to "Close the Deal" on college! Fairdale High School and Iroquois High School have signed on to be "Close the Deal" schools. With three schools now participating, we need more volunteers to talk to our seniors. I am asking that you donate two hours of your time (or more if you choose) to attend one of our kick-off events at the participating high schools. Your role would be to talk with a small group of high school seniors about what college is like - the social life, academic life, dorm life, the application process, how you decided where to go to school, etc. Your input as a recent graduate will be very enlightening for and appreciated by the high school seniors.

We need at least 10 volunteers for each kickoff event. Lunch will be provided. Also attending the kick-offs will be Mayor Jerry Abramson, and other school and community officials and leaders. You are invited to hear the Mayor and other guests speak. All of the kickoffs begin at 10:30 a.m., with lunch served at 11:00 a.m., and conclude at 1:00 p.m. Included below is a list of kickoff dates and locations for each of the "Close the Deal" schools:

September 29, 2009
 Iroquois High School
 4615 Taylor Blvd
 Louisville, KY 40215-2399

September 30, 2009
 Valley High School
 10200 Dixie Hwy.
 Louisville, KY 40272-3999

October 12, 2009
 Fairdale High School
 1001 Fairdale Rd.
 Louisville, KY 40118

If this sounds like something you are interested in or if you would like more information on "Close the Deal", please contact me - my information is listed below. Please feel free to pass this information along to friends who are not VISTAs but who you think may be interested in volunteering.

Thank you all for your time,

**REQUEST FOR HELP EMAIL – ADMISSIONS AND FINANCIAL AID
(sent 3 weeks before kickoff event)**

Good Morning All! As many of you heard yesterday we are gearing up for Close the Deal 2009-2010 with three JCPS Schools - Valley, Fairdale and Iroquois. We need your help! Briefly, Close the Deal is a program designed to work with a high school's entire senior class to urge them to pursue post-secondary education. The goals of this program are to: increase college knowledge, create a college-going culture amongst seniors in high school and to provide support and create a sense of urgency for higher education.

Our kick-offs for this event will be very similar to our kick-off at Valley last year - The day begins with Mayor Abramson welcoming everyone and talks to the students about how important it is to go to and graduate from college. Then we break for lunch where our adult representatives will have time to chat with the students. After lunch there is a series of 3 table conversations that the students will rotate through - Admissions, Financial Aid and College Life. After the table conversations, the senior counselor will talk for a short while and then the students will be dismissed and encouraged to go around to each of the college tables that are present (like a mini education fair). Here are the dates for this year's JCPS Kick-Off Events:

September 29, 2009

Iroquois High School

4615 Taylor Blvd.

Louisville, KY 40215-2399

September 30, 2009

Valley High School

10200 Dixie Hwy.

Louisville, KY 40272-3999

October 12, 2009

Fairdale High School

1001 Fairdale Rd.

Louisville, KY 40118

Here's where we need your help - we need 20 representatives to speak to the students during the table conversations (10 to speak to the Admissions process and 10 to speak to Financial Aid) for each of the three kick-offs. We also would like to have as many schools present on each of these days to host a table for the education fair portion of the day.

Please respond to this email by Friday September 11th and let us know:

- 1) If you or another representative from your school/organization are able to serve as an Admissions Table Conversation Presenter - and which date(s) you would like to volunteer.
- 2) If you or another representative from your school/organization are able to serve as a Financial Aid Table Conversation Presenter - and which date(s) you would like to volunteer.
- 3) If you are able to host a table during the Education Fair portion of the day - and which date(s) you are able to host a table.

If you have any questions regarding Close the Deal or any of the information listed above - please do not hesitate to let me know!

THANK YOU EMAIL TO VOLUNTEERS
(sent three to four days before kickoff event)

Thank you all for volunteering for our Close the Deal event on September 29th in the gymnasium at Iroquois High School - 4615 Taylor Boulevard, Louisville, KY 40215.

If you are receiving this email - you have graciously volunteered to host a table at the Education Fair portion of the day and/or you are serving as one of our Table Talk presenters on Admissions, Financial Aid or College Life Outside the Classroom.

The event will begin promptly at 10:10am at Iroquois and we would like everything to be set up by 9:45am - this include tables at the Education Fair. We will be there setting up the remainder of the event at 9:00am, please feel free to come and begin your set up process anytime between 9:15am and 9:45am. There will also be a brief information session at 9:50am wherein details of the days events will be given.

If you are speaking at one of our Table Talks - here are the key points we would like for you to discuss while at the tables with the students:

Admissions/Applications

- Choosing the right college or university for you; the importance of college visits
- Application process - how it works with schools - similarities and differences
- Essay writing
- Dates and deadlines - what they really mean

Financial Aid

- What you need to know about financial aid and why
- Financial aid forms - how and when to complete
- Scholarships and grant
- Websites

College Life Outside the Classroom

- College from a recent graduate's perspective

The program will end around 1:15pm and at this time you are free to leave and/or begin to take down your Education Fair table if you are hosting one.

All volunteers will be provided with lunch on this day!

If you have any additional questions - please do not hesitate to let me know!

Thanks again for volunteering your time for this great program!

FACULTY SUMMARY

CLOSE THE DEAL

September 29, 2009

What is it?

A program designed to support seniors who are interested in going to college – through all steps of the process. It isn't just a one day event!

Who is involved?

The community, the mayor, area colleges, your counselors and most importantly -- our students will be directly involved w/ the program.

How does it work?

Early Fall — Mayor Abramson hosts a “kickoff” event at the school encouraging seniors to apply to college. Resource folks talk to students about:

- College life
- Admissions
- Financial aid
- College options

November/December — school counselors interview seniors to talk about their plans beyond high school.

January — students get help filling out FAFSA and financial aid forms, and begin interviews with college representatives. IT IS MY GOAL TO HAVE EACH SENIOR COMPLETE/SUBMIT A FASFA FORM!

March — students visit a college campus; college reps meet with students; seniors start filling out applications.

May — Mayor hosts an assembly to celebrate college acceptances.

What is the next step?

Meeting w/ Senior English teachers, Seniors and Spreading the word about this IMPORATANT event.

ADDED BONUS – Prior to the meeting w/ the seniors, the Mayor will be addressing the **JUNIORS** in the **auditorium**.

SPECIFIC TIMES WILL BE SHARED W/ STAFF CLOSER TO THE EVENT

FACULTY MEMO

**Teachers: Please READ these expectations to your students on
Monday, September 28th in preparation for
CLOSE THE DEAL**

- **Close the Deal** will take place on Tuesday, September 29th at the beginning of third period. The event will take place in the NEW GYM. Seniors will report to the NEW GYM when they are dismissed from second period.
- All current seniors (anyone in a 12th grade homeroom) will be invited to the luncheon. If you are in an 11th grade homeroom, your attendance at this event will be dependent on space provided.
- Students are encouraged to dress up for this event. REMEMBER to use good judgment. **Denim of any kind is NOT permitted.** No spaghetti straps, bare mid-drifts, or short skirts. **If students do not choose to dress up...they are expected to be in dress code.**
- Seniors will be assigned a table to sit at the luncheon. Senior English Teachers will distribute table assignments the Monday before the event. All tables will be clearly marked with numbers and placemats will indicate your seat.
- Mr. Riddle will be the first person to speak to the large group. He will introduce the Mayor who will speak for about 15-20 minutes. After the Mayor speaks, students will be called (a section of tables at a time) to get their box lunch and drink. After students finish eating, the “table talks” will begin.
- “Table talks” are the heart of the Close the Deal program. Students will remain at their table and they will participate in a total of THREE – 20 minute discussions. The adult leading the discussion will rotate to a different table at the end of 20 minutes. So at the end of the hour, students will hear from admissions professional, a financial aide professional and a student who has been through the college selection process before.
- Students are expected to be RESPECTFUL when listening to all speakers. Keep in mind, the people that are here today are here to help you realize your goal to attend college. While they may represent the institution they work for – the most important thing that they represent is the college experience. Just like us, they want you to go to college too.
- Following the “Table talks” there will be a college information fair of the colleges represented by The Higher (colleges and universities in the Louisville Metropolitan area). Seniors will have time to ask more specific questions to the representatives who are in attendance. If you don’t see the college that you are interested in attending, please write your name and preference down on a YELLOW piece of paper found on your table.
- BALFOUR will also be in attendance during this event and they will be able to collect payments on senior memorabilia during the college information fair. If your parents wish to stop by after school – they will be here until 4:00 that day!
- Above all remember what Ms. Weber told you during the senior meeting: never underestimate the power of the first impression! From the moment that you walk into the NEW GYM, the college representatives will be seeing you. Make the impression that you leave w/ them a POSITIVE ONE!

STUDENT EXPECTATIONS

Close the Deal Iroquois High School

Tuesday, September 29, 2009

“Close the Deal” is a program sponsored by the Mayor’s Office. It is designed to support high school seniors as they transition from high school to college. It really isn’t just a one day event – but rather a year long program to get you into college.

On Tuesday, September 29, the Mayor is inviting you to lunch. This is something that doesn’t happen every day! He will bring with him important community members, college admissions and financial aide representatives that are there to help answer your questions about the college admission process. This will not be done in a large group – but rather in small groups of 7-8 students to 1 “college expert.”

Iroquois was selected to be a part of this special program because over the years we have been working hard to increase the percentage of students going on to college – in fact, for the Class of 2009 – transcripts were sent to 102 postsecondary schools. While this is a great number – it represents about 50% (or 1 out of 2 seniors).

The Class of 2010 has set a higher goal – EVERY member of the graduating class will have an official/final transcript sent to at least one college/postsecondary program -- and EVERY member of the graduating class will also complete a financial aide form (available in January, 2010).

To achieve this goal, we need your help – we need you to participate. So many of you say that you want to go to college – and for some – this is where the conversation stops. This is your chance to follow through and check college out for yourself! Field trips are scheduled for UK, U of L, Bellarmine and others... Many other colleges have scheduled visits to our school. Please check the bulletin board outside the SAL office for latest information. Visiting w/ colleges is the second part of this program.

The third part of the program involves securing the money so that you can go to college. This is done through the completion of the FASFA (Free Application for Student Financial Assistance). The first word is FREE – and there is a little secret that you need to know – if you qualify for free/reduced lunch – THERE WILL BE MONEY FOR YOU TO GO TO COLLEGE!

The fourth part of the program brings the Mayor back to our school in the spring for a celebration! Right before graduation we will gather once again to count up the money that we have earned through the receipt of scholarships – or that we have earned through participating in dual credit programs. We will also see where the class of 2010 has gotten accepted! Ms. Morgan and I want to see your college admission letters of acceptance! We want to know the scholarships that you have received! We want you to “wear us out” in sending transcripts, asking about scholarships and recommendations to colleges on your behalf!

So you can see that we are really going to work for you – but in return – you must do 4 things to help yourself in this process.

The **FOUR** things that we ask of you are:

- **DON’T MISS THIS OPPORTUNITY!** Be here on Tuesday! But not just on Tuesday – but everyday!
- **ASK QUESTIONS** – Be an active participant in the discussions at your table.

- **DRESS PROFESSIONALLY** – Mr. Riddle has agreed that you can be out of dress code that day – but if you don't wish to dress up – then you must be in dress code or better (ABSOLUTELY NO JEANS). **Denim of any kind is NOT permitted.** No spaghetti straps, bare mid-drifts, or short skirts. Remember: **If students do not choose to dress up...they are expected to be in dress code.** Keep in mind that representatives of area colleges and local business will be on hand to talk to you.

MAKE POSITIVE IMPRESSIONS! Don't underestimate the power of the impression that you make from the moment that you walk into the gym on that day. People who hold your future in their hands will be watching you and they will form opinions of you. Make them POSITIVE IMPRESSIONS!

A COUNSELOR'S PERSPECTIVE

One of the best pieces of advice that I could give to schools starting this -- would be three-fold.

1. Talk to the class as a whole - explain the expectations.
2. Present "talking points" to the senior English teachers so that they can reinforce the expectations.
3. Involve others in the preparation (our welding class made the stands for the table numbers, my class officers were the first to know about the program and they "talked it up" w/ their classmates, the entire faculty heard about the program at a faculty meeting and they were included in e-mails as the event neared).

CLOSE THE DEAL INVITATION

**“Close the Deal”
and this could be you
next year!**



**Valley Traditional
High School
Class of 2010**



You're cordially invited to attend
“Close the Deal.”
Guest Speaker, Mayor Jerry E. Abramson

Topics will include:

- ✓ What college applications require.
- ✓ How to find SS for postsecondary schooling.
- ✓ College beyond the classroom.

Local college representatives will be available to make future one-on-one appointments.

**Class of 2010
“Close the Deal”**
Wednesday, September 30, 2009
10:15 a.m. to 1:10 p.m.
Valley Traditional High School Gymnasium
Lunch will be served.

VOLUNTEER ORGANIZATION CHART

Close the Deal Kickoff Event - [School Name] High School

Education Fair Tables

<u>Representative</u>	<u>School</u>	<u>Email #1</u>	<u>Email #2</u>
Jane Smith	Close the Deal University	jane.smith@ctdu.edu	

Admissions

<u>Representative</u>	<u>School</u>	<u>Email #1</u>	<u>Email #2</u>
Jane Smith	Close the Deal University	jane.smith@ctdu.edu	

Financial Aid

<u>Representative</u>	<u>School</u>	<u>Email #1</u>	<u>Email #2</u>
Jane Smith	Close the Deal University	jane.smith@ctdu.edu	

College Life

<u>Name</u>	<u>School/Organization</u>	<u>Email #1</u>	<u>Email #2</u>
John Doe	Americorps VISTA	john@vista.org	

KICKOFF AGENDA

“Close the Deal”
2009-2010
10:10am – 1:10pm

General Agenda

(all times are estimated – this agenda is to be used as a guideline for time)

- 9:40am Juniors arrive in school auditorium for presentation from Mayor Abramson
- 9:50am Mayor Abramson presents to the Junior Class
- 10:05am Junior assembly ends; Juniors head back to class and Mayor Abramson heads to the gym for the Senior assembly.
- 10:10am Bell rings to move to gym
- 10:15am Principal of your High School welcomes the Students
- Importance of continuing your education
 - Important information – supporting what the Senior Counselor and your teachers have been working with you on
 - We – community, teachers and staff will be back this is message will continue until we have made sure everyone who wanted to get more education after graduation will have the chance
- Principal introduces and welcomes the Mayor
- 10:25am Mayor encourages students to go to college
- Welcome the students
 - Talk about why you are here and why the students of your High School are so important to our community
 - They will hear a lot of great information from individuals who care – ask questions
- ***Possible introduction of Business Sponsor to speak for 2-3 minutes (Jackie Griffin to possibly speak at Iroquois)
- 10:40am Principal or Senior Counselor announces remainder of the program day
- Lunch provided by Sponsor (Either AEGON, Yum! Brands or GE) – part of their commitment to JCPS
 - At lunch talk about your plans for after graduation – begin asking questions
- 10:45am Lunch is served
- 11:20am Clear up from lunch; proceed to “Table Talks”
- 11:25am “Table Talks” begin
- *3 rounds of 20 minutes each, with 5 minutes to switch tables – ring bell or blow whistle

Admissions/Applications

- Choosing the right college or university for you; the importance of college visits
- Application process – how it works with schools – similarities and differences
- Essay writing

- Financial Aid**
- Dates and deadlines – what they really mean
 - What you need to know about financial aid and why
 - Financial aid forms – how and when to complete
 - Scholarships and grant
 - Websites

Student's perspective

- Life outside the classroom

12:40pm School Senior Counselor announces Education Fair

12:45pm Education Fair begins

1:05pm Principal or Senior Counselor gives follow-up information

1:10pm Bell rings to return to class

ALTERNATE KICKOFF EVENT AGENDA

“Close the Deal”
2009-2010 Kickoff Event Agenda
10:15 am – 1:15pm

- 10:00am Students leave for Church
- 10:15am Principal and Superintendent welcomes the Students
- Importance of continuing your education
 - Important information – supporting what the Senior Counselor and your teachers have been working with you on
 - We – community, teachers and staff will be back this is message will continue until we have made sure everyone who wanted to get more education after graduation will have the chance
- Principal introduces and welcomes Mayor Day
- 10:25am Mayor Day Speaks
- Principal introduces and welcomes Mayor Abramson
- 10:35am Mayor Abramson speaks
- Principal introduces and welcomes Keynote Speaker
- 10:45am Keynote speech
- 10:55am Principal or Senior Counselor explains remainder of the program
- 11:00am Lunch is served
- 11:30am Clear up from lunch; proceed to “Table Talks”
- 11:35am Admissions Presenter
- Choosing the right college or university for you; the importance of college visits
 - Application process – how it works with schools – similarities and differences
 - Essay writing
 - Dates and deadlines – what they really mean
- 11:45am Admissions Table Talk
- 12:00pm Financial Aid Presenter
- What you need to know about financial aid and why
 - Financial aid forms – how and when to complete
 - Scholarships and grant
 - Websites
- 12:10pm Financial Aid Table Talk
- 12:25pm Student’s Perspective Presenter
- Life outside the classroom
- 12:35pm Student’s Perspective Table Talk

12:45pm School Senior Counselor announces Education Fair

12:50pm Education Fair begins

1:10pm Principal or Senior Counselor gives follow-up information

1:15pm Students leave to return to class

VOLUNTEER ROUND TABLE DISCUSSION TOPICS

How it works: you will be assigned to a table as a representative from one of three groups (Admissions, Financial Aid, recent college-grads). Before the start of the program you will spend 15 minutes eating with your first group. In order to give your students a chance to get acclimated all representatives will spend lunch orienting students to the activities of the day. Below are talking points and suggestions for engaging students during this lunch period. Once the 15 minute lunch period has concluded, the bell will sound for program - and the first Round Table – to begin. At this time, you should transition into your area of expertise (Admissions, financial Aid/FAFSA, college life) and begin your presentation until the bell rings again, and you move to your next group.

Lunch Talking Points

- Begin by introducing yourself, your organization/university
- What do they think of when they hear “college”?
 - Do they know anyone who’s gone to college? What are some reasons to go to college?
- Introduce “Close the Deal” –
 - Today they’re going to get a lot of information on their options for post-secondary education. Stress the fact that **they CAN get into and afford college**
 - explain the round table discussions (15 minutes sessions, they stay put, who they’ll be talking to, etc.)
 - What happens after today?: One-on-One interviews with their counselor, help applying for financial aid, visits from school reps and visits to area campuses
 - April/May Celebration – Mayor will be checking up on you!
- Has anyone started thinking about life after graduation?
 - Has anyone already visited a college or know where they’re applying?
- What questions can you think of for the representatives you’ll be talking to?

Admissions/Applications

- Choosing the right college or university for you; the importance of college visits
- Application process – how it works with schools – similarities and differences
- Essay writing
- Dates and deadlines – what they really mean

Financial Aid

- What you need to know about financial aid and why
- Financial aid forms – how and when to complete
- Scholarships and grant
- Websites

Recent Graduates:

- Open with your name and your alma mater. Briefly discuss why you chose to go to college, what the application process was like, etc.
- Definitely discuss:
 - Academics: class schedules (not a 7:40-2:20 environment, etc), course intensity, difference between high school classes and college classes (fewer exams, more reading, etc), fields of study/choosing a major
 - Social: campus organizations (what were you involved in? How did you make friends? Dorm living (independence, meal plans, roommates)
- Stay away from: “partying”, skipping class. Use good judgment.
- Encourage them to ask questions! What do they know about college life? What are they anxious about?

ROOM ARRANGEMENT AND TABLE DECORATIONS





ELECTED OFFICIALS TALKING POINTS

Mayor Jerry E. Abramson's Remarks

Junior and Senior Classes at Fairdale, Valley and Iroquois High Schools
 "Here's the Deal" and "Close the Deal"
 Louisville, Kentucky – Fall 2009

The events were two-part events at each high school.

1. Here's the Deal: First Mayor Abramson spoke to all members of the junior class in the gym to inspire them about post-secondary school.
2. Close the Deal: Then the Mayor moved to a room set up with tables of 10 to speak to the seniors. Admissions and financial aid experts were there too, along with recent college graduates from VISTA.

Below are two slightly different sets of remarks that were prepared for the events at Fairdale High School...one for juniors, another for the seniors.

Key points for juniors

- I'm happy to join you today. I am here with a simple message – and it is the most important message you will get today...forget all those text messages you are going to get from your friends.
- The message is this: You are at a turning point in your high school careers. I want you to look ahead....way ahead... to May 2011 and imagine your life.
- Here's the deal: I want you to hold in your mind this picture: You graduating ... getting cheered by your friends and family ... with a clear plan for college or other training ...including the financial aid to make it happen.
- You might be thinking "Me...going to college? No one in my family has ever gone to college."
 1. Well, you aren't alone. I was the first person in my family to get a 4-year college degree.
 2. You won't be alone as you apply for college. Your counselors will help you...And so will a group of people you will meet in just a minute.
- Here is your game plan so you will be ready for college your senior year.
 1. Finishing here strong is job 1. If you hit a snag in any class, don't ignore it. Hit the counselor's office and get help.
 2. Good grades can pay off. In real money. If you make a 2.5 GPA or higher, you can earn scholarships for college or technical school through a program called KEES. Your counselors can tell you more.
 3. Here are a few more tips: Get involved in school activities – teams, clubs, volunteer work, whatever appeals to you. That will help you stay connected.

4. Check into Governors Scholars – this is a great opportunity for your summer between junior and senior year to meet people from all over the state and get a taste of life on a college campus.
 5. Get mentally prepared to do well on tests. If you've signed up to take the PSAT test this Wednesday, give it your best effort – it can earn you scholarships and help you get into that Governors Scholars program. Your score on the ACT test this spring will make a difference to colleges – go to www.ACT.org and take advantage of free prep courses right here at Fairdale – in fact, there's one Thursday. You will have CATS tests this year, too.
 6. Explore the college and career room in your counseling office.
 7. Finally, go to the UPS College and Career Expo Oct. 18th at the Kentucky Fair and Expo Center. You can pick up fliers on the way out. It is a great way to check out schools and work-study options.
- You may be asking yourself: Why is the Mayor of Louisville coming to tell you this?
 1. First and foremost, it's for your benefit. So you have choices in life. Fewer and fewer jobs will be open to people without a 2-year or 4-year college degree or some other specialized training.
 2. You may think: I can't afford to go college. Well, HERE's THE DEAL: You can't afford NOT to go to college. The jobs open to high school grads pay much less. In Louisville, people with only high school educations earn, on average, about \$25,000 per year, and those with a technical certificate, some college, or associate's degrees earn about \$31,000. People with bachelor's degrees earn more – an average of \$43,000. Higher degrees, your salary goes up. This can mean \$1 million more in earnings over your lifetime.
 3. I'm also here because Louisville will ALSO have a better future if you go higher up the education ladder. We need a smart, well-trained workforce – that's YOU! -- if we are going to keep good jobs here, help local companies expand here, attract new companies here.
 - Bottom line: Make this a great year. I'll be back next fall and I want to hear from you and your counselors that you made the most of your junior year and are ready for lift-off!
 - Consider it a new Fairdale tradition. We started this program last year as an experiment. I visited Valley High School last fall to talk to seniors ... with a message like the one I've shared with you. Along with me came experts in student aid, people to help with applications.
 - Well, I returned to Valley at graduation time. And those young people had worked hard. At least 100 students went on to post-secondary school and they had been offered more than \$200,000 in scholarships.
 - That's 4 times the number of kids who would normally have gone higher up the education ladder. I bet you can do it too.... Maybe even better! I'm talking to your senior class in just a few minutes. I hope to inspire them, too.
-

Key points for seniors

- I'm happy to visit you at Fairdale today. We tried a new program at another high school last year as an experiment ... and it was such a great experience that we are taking it to three schools this year...and talking to junior classes at those schools, too.
- Here's the deal: I have a simple message – the most important message you will get today...forget all those text messages from your friends.
- The message is this: You are at a special point in your high school careers. I want you to look ahead.... to next spring...May 2010 ... and imagine your life.
- Here's what I'd like you to see: You graduating from Fairdale, getting cheered by your friends and family ... with a clear plan...including the financial aid ... so you will be going to college or some post-secondary program that will prepare you for a career.
- In a minute, you are going to meet a group of people who will help you CLOSE THE DEAL on that image...make it happen.
 1. Finishing here strong is job 1. Talk to your counselor Volinda Heimann if you run into rough spots with classes.
 2. Your grades can pay off. If you earn a 2.5 GPA or higher, you can win scholarships for college or technical school through a program called KEES.
 3. Go to a UPS College and Career Expo Oct. 18th at the Kentucky Fair and Expo Center. You can pick up fliers on the way out. It's another chance to check out schools and work/study options.
- I know some of you may be asking yourself: Why is the Mayor of Louisville coming to tell you this?
 1. First and foremost, it's for your benefit. So you have choices in life.
 2. And education pays. You may think you can't afford college. Well, you can't afford NOT to go to college. The jobs that are open to high school grads will pay much less. In Louisville, people with only high school educations earn, on average, about \$25,000 per year, and those with a technical certificate, some college, or associate's degrees earn about \$31,000. However, people with bachelor's degrees earn more money – an average of \$43,000. That can mean earning \$1 million more over your worklife.
 3. I'm also here because Louisville will ALSO have a better future if you go higher up the education ladder. It's a cycle that improves quality of life for everyone. We need a smart, well-trained workforce – that's YOU!
 4. I am not the only one who thinks that important. You have a special added rocket boost for your efforts: Eleven members of the current Leadership Louisville class have volunteered to mentor seniors here, including my chief of staff and rising leaders at AT&T, Bellarmine, Brown Forman, to name a few. You will get to meet some of them today.
- We are here today because it made a difference last year when we reached out to seniors at Valley High School with this same message. In the fall, we talked to seniors. . . gave them advice...and counselors followed up.

- When we returned near graduation, we learned that those seniors had worked hard. At least 100 students were going on to post-secondary school and they had earned more than \$200,000 in scholarships – 4 times the usual number!
- I know Fairdale made a special effort last year, too, and it paid off.
- So my final message: Good luck. You can do this. No excuses. Make this a great year at school here – and set your path for fall 2010. Talk with the college entrance and financial aid experts here today. Talk to the college graduates so you can develop a picture of what that will be like. Set your sights high. CLOSE THE DEAL.
- I'll be back in the spring and will look forward to hearing your plans.

STUDENT EXIT TICKET

**CLOSE THE DEAL
COLLEGE PREFERENCE SHEET**

My counselor's name is: Ms. Weber (SAL) Ms. Morgan (SET) circle one

I would like to major in _____

My "dream college" is _____

However, I would like to find out more information on the following colleges: _____

My biggest fear about going to college is _____

YES	NO	I will be the FIRST person to go to college in my family.
YES	NO	I would like to work with a mentor who can help me navigate the College process.
YES	NO	I expect to enroll in college during the fall (August, September) following my high school graduation.

I agree to make the commitment to "close the deal" by making a sincere effort to

- use my ILP, counselors and any available resource to help me explore colleges that match my career interests
- complete (at least one) college application and submit my final transcript to the college of my choice
- access local, regional and college sponsored scholarships and complete and submit the FASFA (financial aide) papers that will assist me in locating finances to fund my college education

I agree to make this commitment on this day, September 29, 2009

Your signature here

CELEBRATION AGENDA

Close the Deal Celebration!
Thursday May 21, 2009
Valley High School Auditorium
11:30-12:30

- | | | |
|----------------------|---|----------------------|
| 11:30 | Welcome | Principal Gary Hurt |
| 11:40 – 12:00 | Student Speeches | |
| | <ul style="list-style-type: none"> • Valedictorian Sarah _____ • LEEP Student of the Year Matt _____ | |
| 12:00 – 12:25 | Celebration | Mayor Jerry Abramson |
| | <ul style="list-style-type: none"> • Congratulations to all Valley Seniors and Parents • Closing the Deal – it's still not too late • Thank you to Volinda Heimann and VTHS (flowers & proclamation) | |
| 12:25 – 12:30 | Wrap Up & Adjourn | Volinda Heimann |

DATA REPORT**Close the Deal – Tracking Impact**

Expectations are that each high school would gather and report the following comparison data on their senior class. This would provide a “before” and “after” Close the Deal picture.

Gather now - Class of 2009:

- ◇ # seniors enrolled
- ◇ # seniors graduated
- ◇ # seniors that applied to at least one PSE (and as % of graduating class)
- ◇ Total # of applications from senior class
- ◇ # seniors accepted to at least one PSE (and as % of graduating class)
- ◇ # seniors enrolled in PSE as of (some date in fall 2009)
- ◇ # seniors completing FAFSA on time
- ◇ Total \$ in scholarships earned
- ◇ \$ scholarships / student

Gather by June 20, 2010

Should be able to gather and report all for 2009, and for class of 2010, all but the number enrolled.

ELECTED OFFICIAL/COMMUNITY LEADER'S LETTER TO SENIOR CLASS

Dear Graduate/Senior,

Last fall, I challenged your class to go to college or pursue some sort of post-secondary education or training, and make application to at least one school. You and your classmates really stepped up to the plate – as a group, the Valley High Class of 2009 knocked it out of the park! You increased the number of students with college acceptances from 20 the previous year to more than 100 by graduation day – and you earned over \$200,000 in scholarships!

Now it's up to you to make all that effort count. If you haven't already enrolled, do it now! Once you are enrolled, it's not over! **Now comes the hard part – you must go to class, study, and, most importantly, finish your education.** Some of you may find you are not ready. You may be asked to take reading or math courses. Don't give up! There are resources to help – ask for them.

Finishing helps ensure your future financial success. In Louisville, people with only high school educations earn, on average, about \$25,000 per year, and those with a technical certificate, some college, or associate's degrees, but no degree, earn about \$31,000. However, people with bachelor's degrees earn more money – an average of \$43,000. That can make a real difference for a family's future – up to \$1 million over a working lifetime.

Earning a degree is about personal development, too. You make new friends, discuss the state of the world into the night, and learn new ways to approach problems you hadn't even thought existed. College prepares you for all that the 21st Century has to offer and what it will require – people who can think critically and creatively to solve problems.

I encourage you to finish your degree – and want to hear from you that you got it done!

Sincerely,

Jerry E. Abramson
Mayor