



We know that career college professionals are eager to learn and want to be compliant with regulations...

Training participants in **CM202 - Ohio Rules and Regulations for Admissions Agents** have posted hundreds of positive comments on the course discussion forums, the course survey, and the corresponding post-course learning group in The Lounge. Below is a sample of the blog posts in The Lounge so you can see the enthusiasm and drive of our sector's professionals for yourself!

CM202 is an online course developed by MaxKnowledge in collaboration with the Ohio State Board of Career Colleges and Schools. All admissions representatives recruiting in the state of Ohio are required to take this course. The Lounge is a social learning site for career college professionals powered by MaxKnowledge.

Neil Snyder: Kudos to Ohio! This is the first state training I have ever completed. I believe it demonstrates Ohio's commitment to social responsibility, good business practices, and ethical behavior.

Brian Seegmiller: It's great to know that the state of Ohio has enough concern to make sure the representatives of educational institutions are trained in what a student needs to know in order to get an education. I'm sure other states in the union want to ensure that their concerns and stipulations are addressed but they have not put together such a comprehensive training curriculum that I am aware of. Thank you for helping us be up to date as per your regulations and reminding us of our responsibilities.

Tiffany Hilton: We completed this training as a requirement from the State of Ohio and I found that it not only refreshed my memory of what I was taught when I started as an agent, but I now have an even better understanding of what is important to bring to/explain to the students and why we need to know these details.

Ashley Herlein: We were required to complete this course for the State of Ohio and I think that the material did a very thorough job of covering exactly what it was supposed to so we have acquired better knowledge of Ohio Board Rules.

Sundeep Bhatia: I am a new Admissions Officer at a local university in Cleveland, OH. After completing the training modules in CM202, I quickly realized the importance of regulation and policy. Also, the coursework taught me that transparency regarding the programs and a well thought out interview process with prospective students is key to the success of my position. As I am a driver of enrollment, it is my obligation to abide strictly by the guidelines. All in all, CM202 has taught me that our power lies in educating qualified people through an ethical and compliant platform.

Amy Bond: Education is the most important investment an individual can have. Taking training courses enhances what we may already know or expands our knowledge. It's important that employees who work in the education field are always informed on the most current state regulations/policies. Our job is to educate students the best we can. This training overall has been very beneficial in helping me see areas where I can improve as a professional. I valued the opinions of others so I can learn strategies that they use as professionals.

Alice Somich: It was a requirement for me as a new Nursing Chair at a Cleveland career college to take this course. Boy, am I glad I did! So much to learn about the regulations. And so important in recruitment of prospective students. The training was fun. I thoroughly enjoyed this informative, interesting course. It was so easy to maneuver on line and very well organized and student friendly. I'll keep and update my Resource Notebook faithfully.

Trudy Cheney: As a new Campus Director, I found this training very helpful in validating the materials and methods we use at our school. The training provided informative highlights to the key components of the admissions process, and gave me access to additional tools that will be helpful to ensure that I am providing the appropriate guidance and direction to my admissions team. The training regarding the role of the agent and the board regulations that govern our activities confirmed that our organization's motto, "the right way, everyday," is truly being supported by how we perform.

Cory Rickard: As a new Agent/Admissions Officer, taking this training was great timing. This will certainly help me set my foundation practices in the right way. These ideas, principles, strategies, etc., are great guidelines to follow for all students. Being knowledgeable and informing the student in a full-disclosure manner is the way to do it!

Julie Krett: For the past 3 weeks, I have been training in house with our entire admissions staff and I have learned a great deal of information. This program not only helps to connect the dots on many areas but also provides a background as to why we do what we do. I am thankful to be part of a program that is very conscientious of ethics and morals and takes their training very seriously. I too have a checklist to follow and still have a few more days of training to go through. I definitely feel confident to present the right information and do my job well.

Shannon Rigler: After taking the training course I am better prepared for my role as an Admissions Representative. I have been able to apply this information when going over enrollment agreements and talking with prospective students. I have a better understanding of what I can and cannot do in my role!

Lorisa Kertamus: This was a relevant course, and I liked the user friendly format. Education is heavily regulated, but it's for good reason. With the investment of time and money that people dedicate to education it makes sense that admissions officers be aware of their responsibility to relay accurate information.

Pete Villagomez: The Ohio training was very efficient and valuable to my career. The training was clear, concise and very informative. I have learned more about my responsibilities as an admissions officer that can assist me with the future endeavors of enrolling new students in compliance with the state and its rules and requirements. This knowledge enables me to understand my role as a professional in the education industry.

John Phillips: It's good to get training like this each year so that you stay on top of what has changed and what states require schools to be compliant in. In the ever changing world we live in, having an understanding of updated rules and how they affect your school makes you better prepared to handle the questions posed by students who are looking to possibly enroll in your school.

Kenny Gilbert: I was very satisfied with this training. The opportunity to get feedback from other agents was great. We all work in helping students, but we also get to learn from our peers which allows us to even better service the students.

Cedric Woodard: This course was very informative. I feel as though I am refreshed and have a deeper understanding about my career and this industry. I would recommend this course to anyone that is in our field.

Aaron Booth: Very informative training that is very applicable to my position. In depth enough to be useful but tailored enough to remain interesting and engaging.

Kimberly Wilkes: I found the Ohio training to be very helpful & easy to navigate. The discussions were informative and provided great insight from other colleagues that I will take with me when assisting future students.

Lance Wenck: The online training course was concise, efficient, and informative. A very effective tool for this type of training. Highly recommend to colleagues.