



A SECOND CHANCE AT THE DREAM

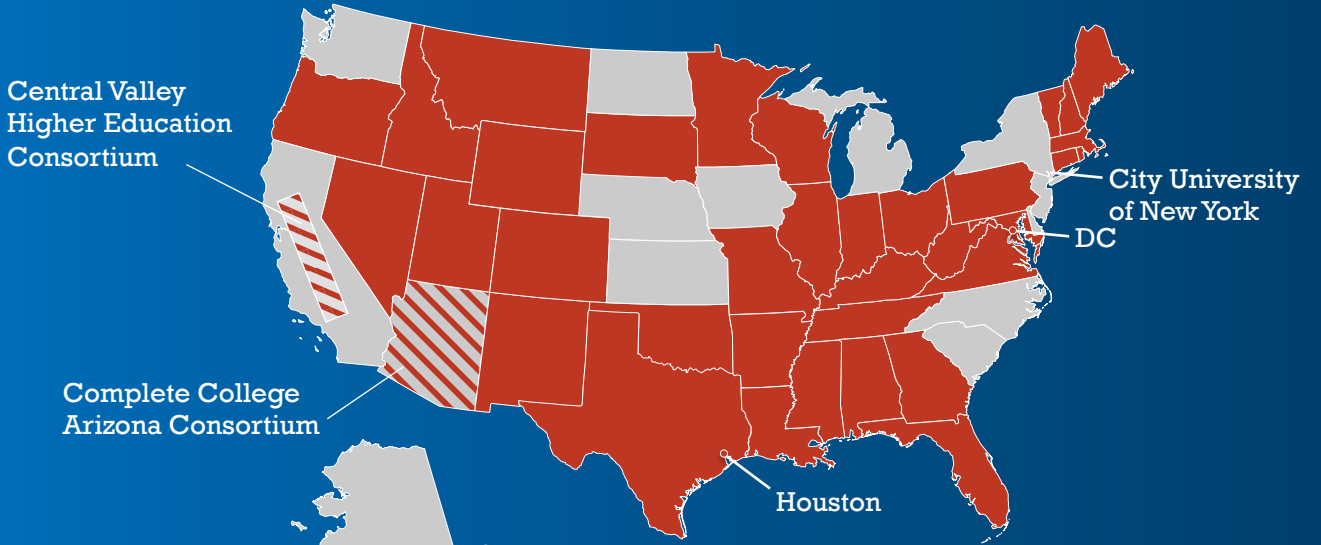
Sarah Ancel  @Sarah_Ancel

Senior Vice President
Complete College America

COMPLETE COLLEGE AMERICA

The Alliance

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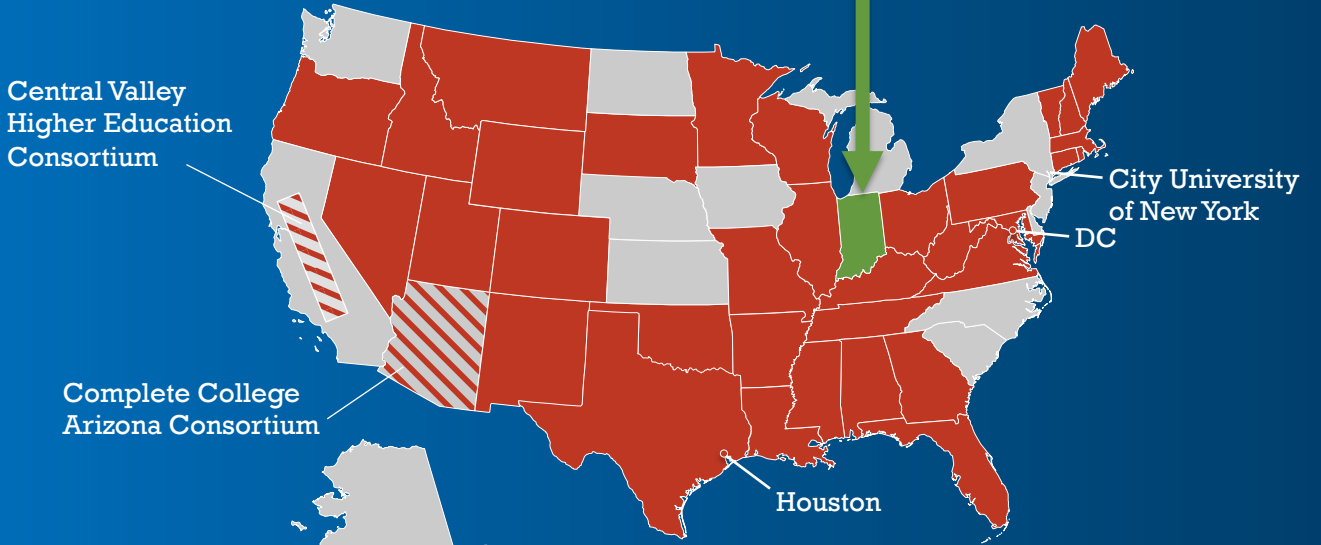


- Commonwealth of Northern Mariana Islands
- Puerto Rico
- Thurgood Marshall College Fund Consortium

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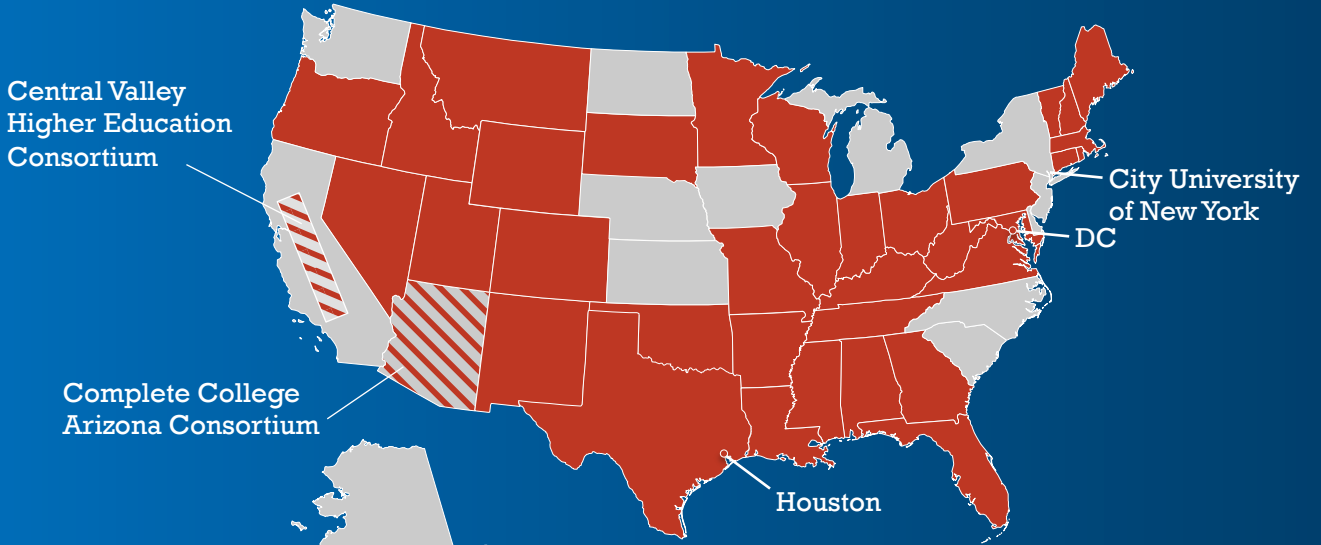
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	Baseline Data		Targets	Results: Incremental					
	Current Cohort*	Total Completion Rate **	2020 Completion Rate	2015	2016	2017	2018	2019	2020
Ball State University	4,181	59%	75%	114	227	341	454	568	568
Indiana State University	2,923	42%	65%	114	227	341	454	568	568
Indiana University-Bloomington	5,085	75%	75%	3	5	8	10	13	13
Indiana University-East	565	27%	65%	36	72	108	145	181	181
Indiana University-Kokomo	633	26%	65%	41	83	124	165	206	206
Indiana University-Northwest	1,333	28%	65%	82	164	245	327	409	409
Indiana University-Purdue University-Fort Wayne	2,317	29%	65%	139	279	418	558	697	697
Indiana University-Purdue University-Indianapolis	4,290	41%	65%	173	346	519	692	865	865
Indiana University-South Bend	1,435	25%	65%	97	194	291	387	484	484
Indiana University-Southeast	1,059	32%	65%	59	117	176	234	293	293
ivy Tech Community College	41,541	17%	55%	2,645	5,290	7,934	10,579	13,224	13,224
Purdue University-Calumet Campus	1,315	33%	65%	71	142	214	285	356	356
Purdue University-North Central Campus	909	37%	65%	42	85	127	170	212	212
Purdue University-West Lafayette	4,798	67%	75%	65	130	194	259	324	324
University of Southern Indiana	2,445	38%	65%	110	221	331	442	552	552
Vincennes University	2,063	18%	55%	126	252	378	503	629	629
STATEWIDE	76,892			5,931	9,848	13,765	17,683	21,600	221,460

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Central Valley
Higher Education
Consortium

Complete College
Arizona Consortium

Houston

City University
of New York
DC

- Commonwealth of Northern Mariana Islands
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**NEEDED: 11.6 million
successful adult students**

To meet the goal of 60 percent postsecondary attainment, the following students are needed:

Traditional aged  **4.8 million**

Previously attended college
but did not graduate  **6.1 million**

Never attended college  **5.5 million**

Nationwide, 11.6 million additional adults will need to earn a degree or credential, compared to 4.8 million traditional-aged students, to meet the attainment goal.

Source: <https://www.luminafoundation.org/resources/lumina-foundation-strategic-plan-for-2017-to-2020>



Lumina™
FOUNDATION

TODAY'S STUDENTS

58%

Work while Enrolled

47%

Support Themselves

38%

Older than 25

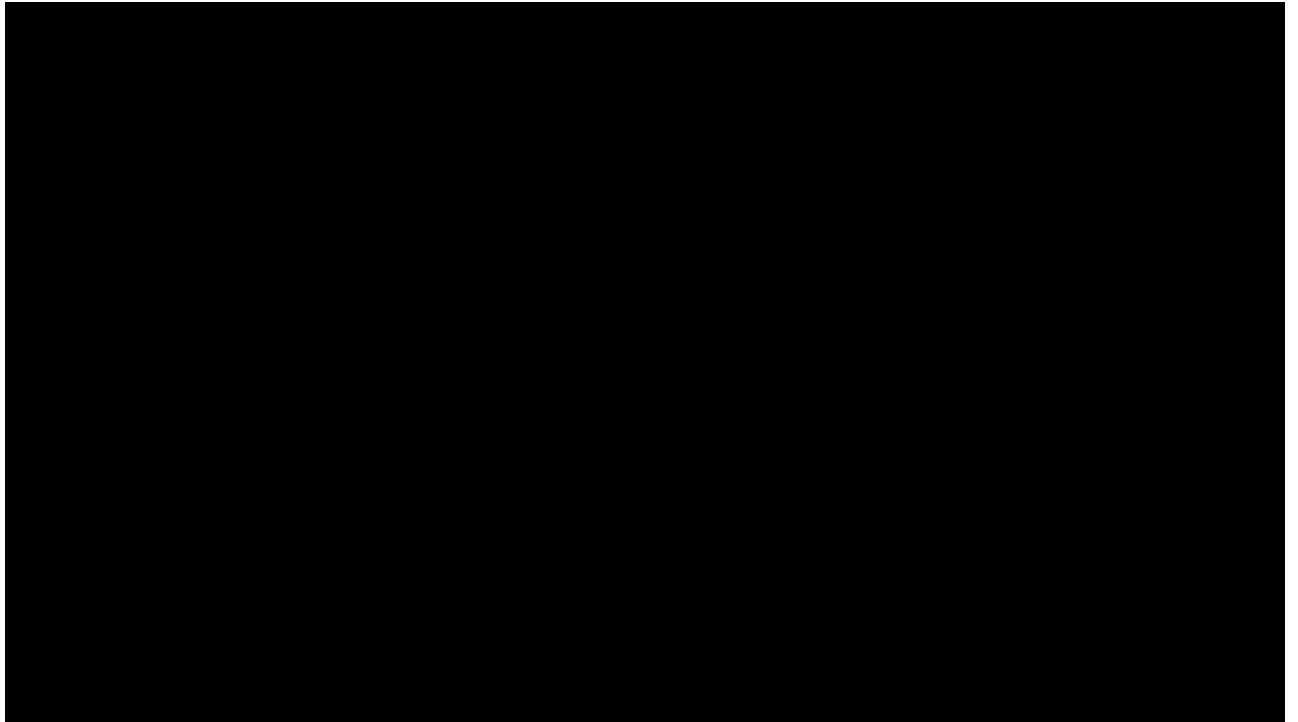
26%

Raising Children

<https://www.luminafoundation.org/todays-student>

How do we
serve adult
students?

A LITMUS TEST...



15

CREDITS A SEMESTER
TO GRADUATE ON TIME

#15TOFINISH



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Who is in the “15 to Finish Asterisk”?



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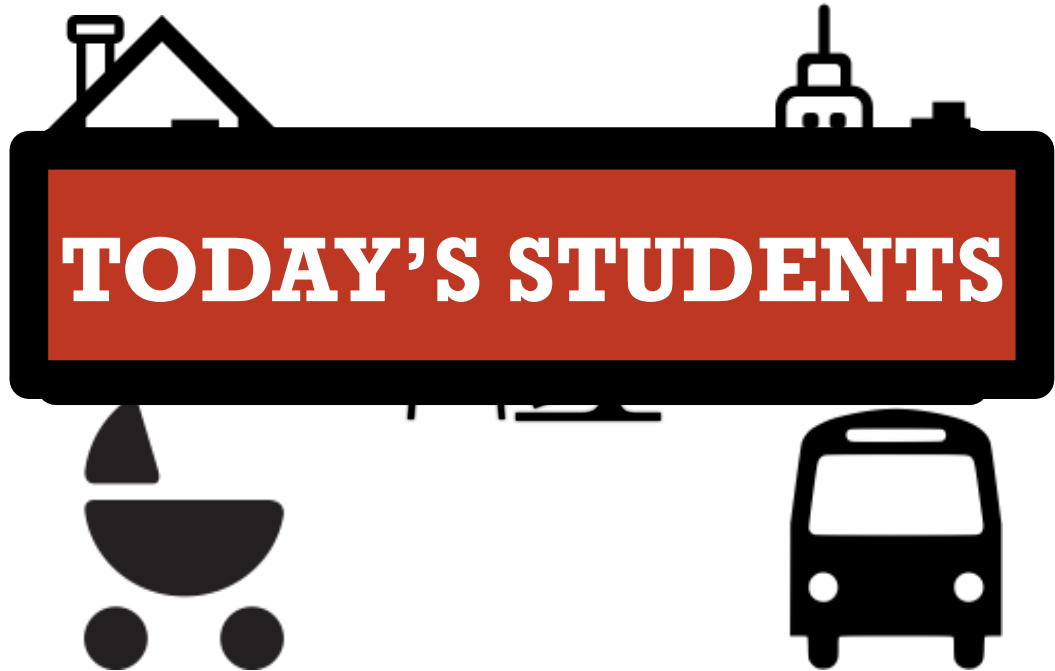


Who is in the “15 to Finish Asterisk”?



**11.6 million adult students
needed to meet goals**

Who is in the “15 to Finish Asterisk”?



GO SU
part time!

GO SU
part time!

Part-time
study
works for you

GO SU
part time!

Part-time
study
works for you



PART - TIME

2016/17 Part-Time enrolments now open!

Expectations

- Poll everywhere: what percentage of part-time students in their 2nd college term say they expect to earn an associate degree 1-2 years from entry?
 - 10%
 - 19%
 - 33%
 - 47%

Unrealistic Expectations

47%

Always part-time students in their 2nd term that expect to earn their associate degree 1-2 after they started college.

38% still think that in their 3rd term.

The Center for Community College Student Engagement: *Even One Semester: Full-Time Enrollment and Student Success*(Center, 2017).

Cost

- Poll everywhere: What is the cost difference between a 2-year associate degree and a 6-year associate degree?
 - \$6,700
 - \$37,000
 - \$82,000
 - \$560,000

The High Cost of Time

	One extra year, public college	One extra year, private college	Two extra years, public college	Two extra years, private college
Tuition and loans	\$18,598	\$26,815	\$37,456	\$53,760
Opportunity costs	\$128,429	\$128,429	\$245,253	\$245,253
Total cost for not graduating in four years	\$147,026	\$155,244	\$282,691	\$298,995

<https://www.nerdwallet.com/blog/loans/student-loans/victory-lap/>

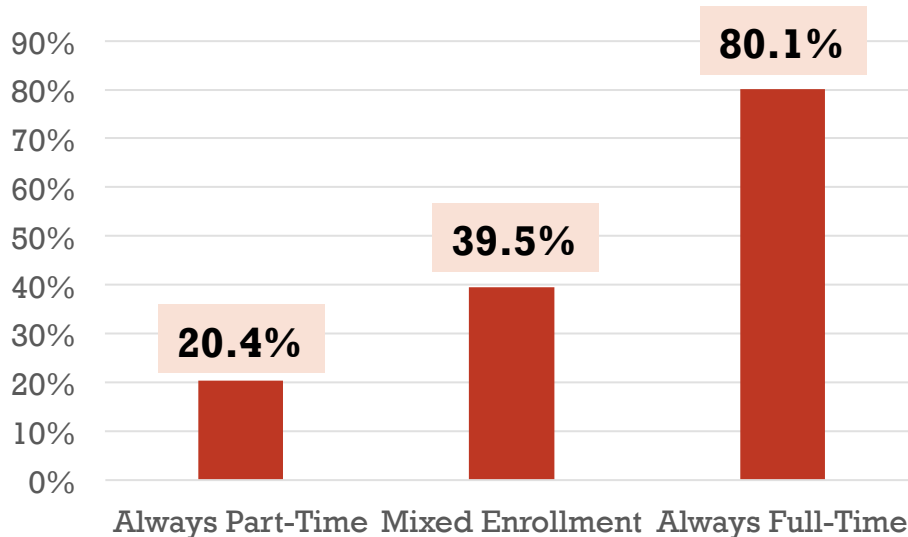
Likelihood of Success

- Poll everywhere: What percentage of always part-time students graduates after six years?
 - 7%
 - 20%
 - 34%
 - 55%

Lower Likelihood of Success

NATIONAL STUDENT CLEARINGHOUSE
RESEARCH CENTER™

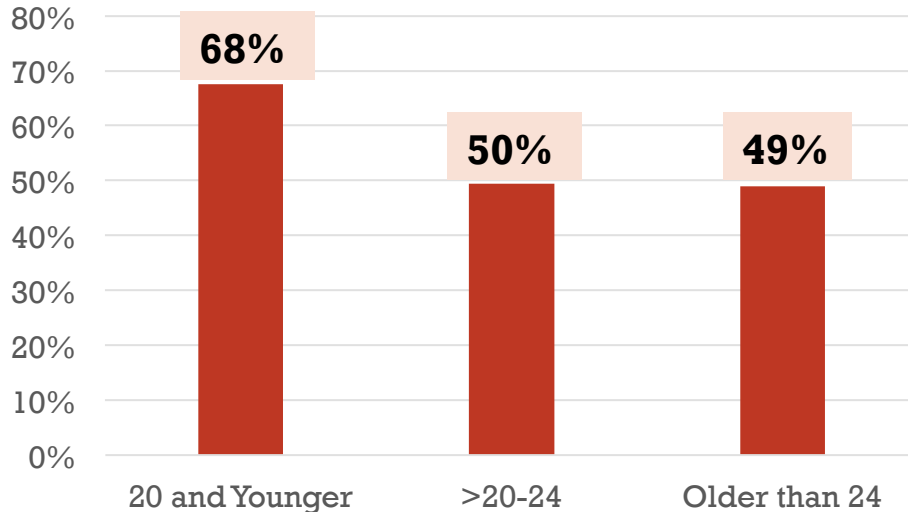
6-Year Graduation Rates



Lower Likelihood of Success

NATIONAL STUDENT CLEARINGHOUSE
RESEARCH CENTER™

6-Year Graduation Rates



The Adult Student's Trade-Off

Make **Life-
Altering
Sacrifices** to
Attend **Full-
Time**

Go **Part-time**
with **Higher
Cost** and
**Lower Chance
of Graduating**



The Adult Student's Trade-Off



How do we
serve adult
students?

The Adult Student's Trade-Off

Make **Life-
Altering
Sacrifices** to
Attend **Full-
Time**

Go **Part-time**
with **Higher
Cost** and
**Lower Chance
of Graduating**



A black and white portrait of Frank Underwood, a man in a dark suit and tie, looking directly at the camera with a serious expression. The background is a light-colored, slightly blurred curtain. The image is framed by a blue border at the top and bottom.

**If you don't like how the
table is set, turn over the table.**

FRANK UNDERWOOD

The Adult Student's Trade-Off

Make **Life-
Altering
Sacrifices** to
Attend **Full-
Time**

Go **Part-time**
with **Higher
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The Adult Student's Opportunity

A Better Deal for Returning Adults

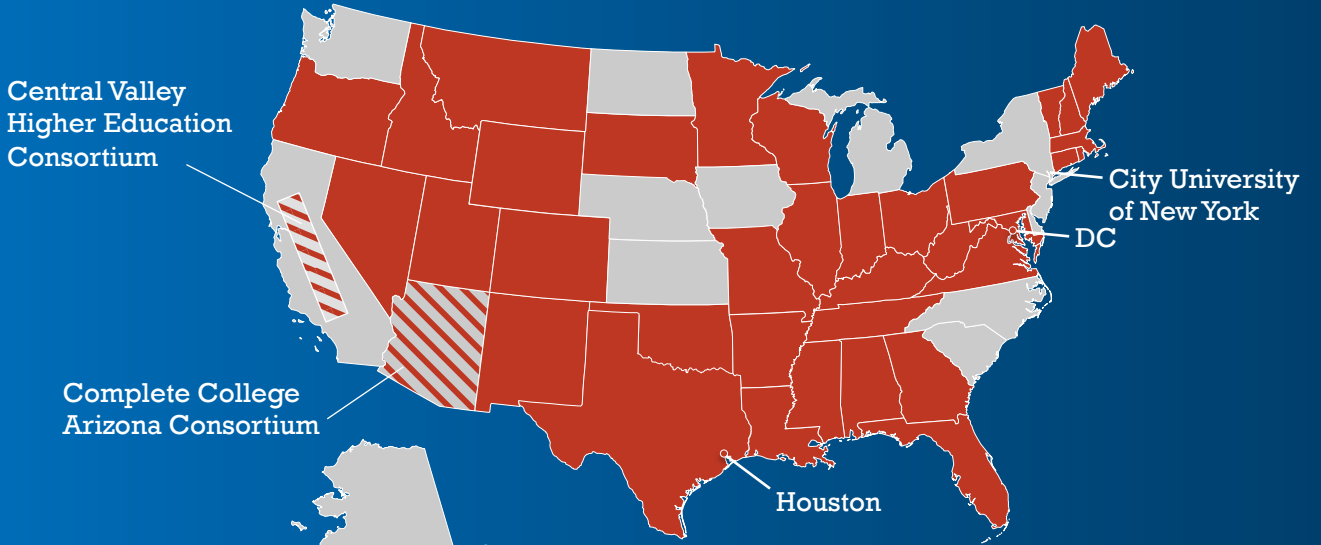


How can we
serve adult
students
better?

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STEP 1:
**Build Smarter
Schedules**

Structured Schedules



CCA's previous Game Changer:

- Predictable
- Consolidated
- Full-Time

15

CREDITS A SEMESTER
TO GRADUATE ON TIME

#15TOFINISH



What's Really the Issue?

15

OR

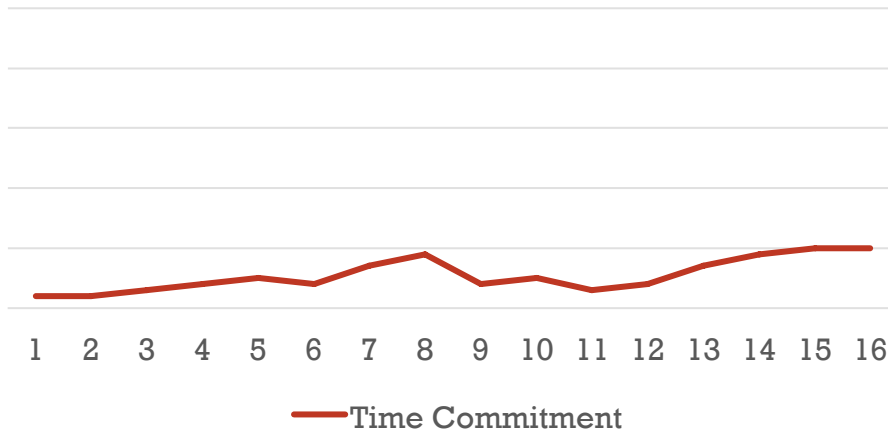
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Professor Relationships
Sets of Deadlines to Remember
Strands of Content to Absorb
Mid-Terms and Final Exams

...while also keeping track of life

Time Commitment: 16 Week Semester; 1 course



Time Commitment: 16 Week Semester; 5 courses







**What's Up With the
16-week
Semester?**

**What's magic
about the number
16?**

A black and white portrait of Frank Underwood, a man in a dark suit and tie, looking directly at the camera with a serious expression. The background is a light-colored, slightly blurred interior setting.

**If you don't like how the
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FRANK UNDERWOOD



Redesigned Schedule

Solve for 5 instead of 15: Compressed Courses

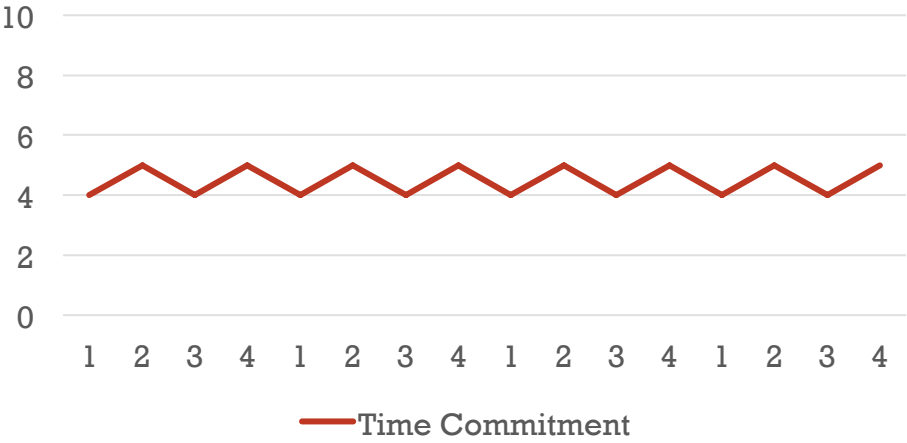
- **Shorter Terms**
- **Fewer Courses per Term**
- **Year-Round Enrollment**
- **Consistent Time/Days on Campus**

1 or 2

Professor Relationships
Sets of Deadlines to Remember
Strands of Content to Absorb
Mid-Terms and Final Exams

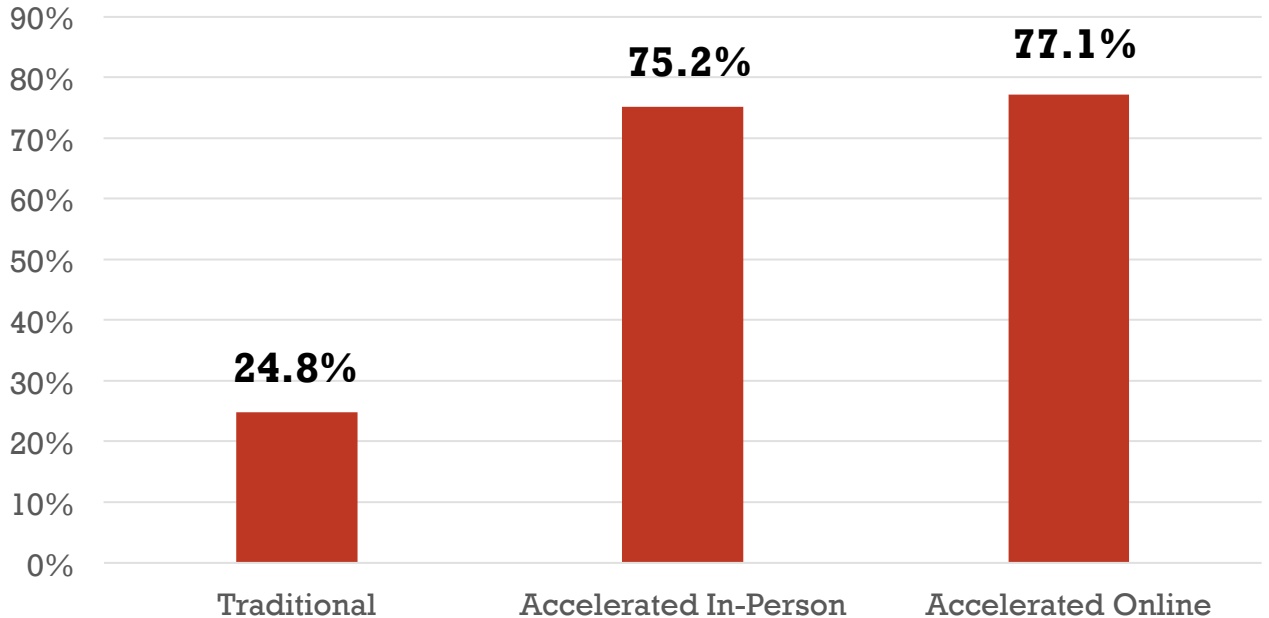
...while also keeping track of life

Time Commitment: 4-week terms, 1 course per term



Compressed Courses Get Big Results

Bellevue's 4-Year Graduation Rates



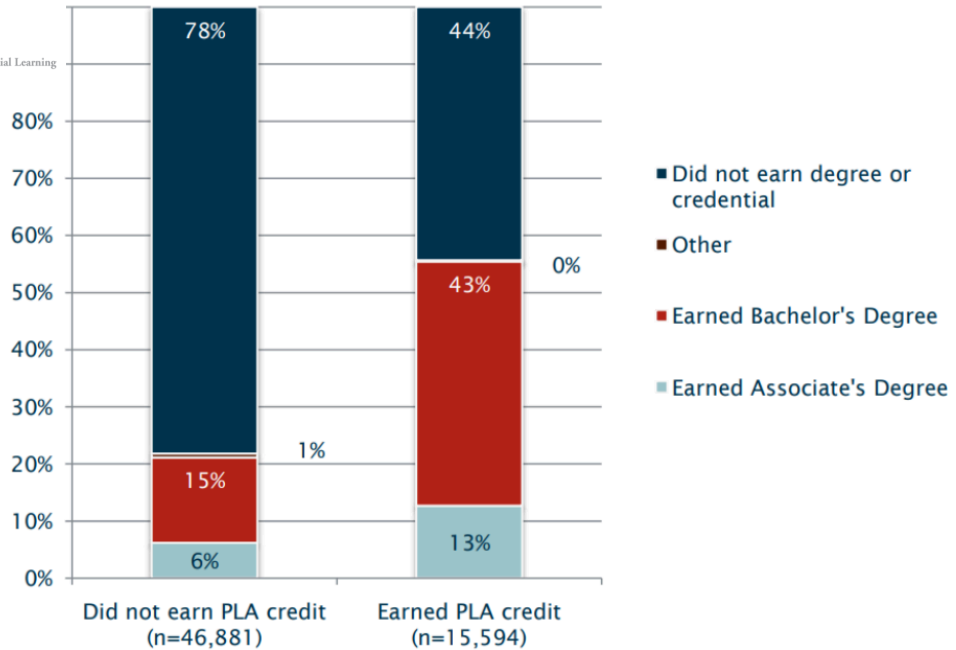
STEP 2:
Honor What
Students
Already Know

Correlation



CAEL

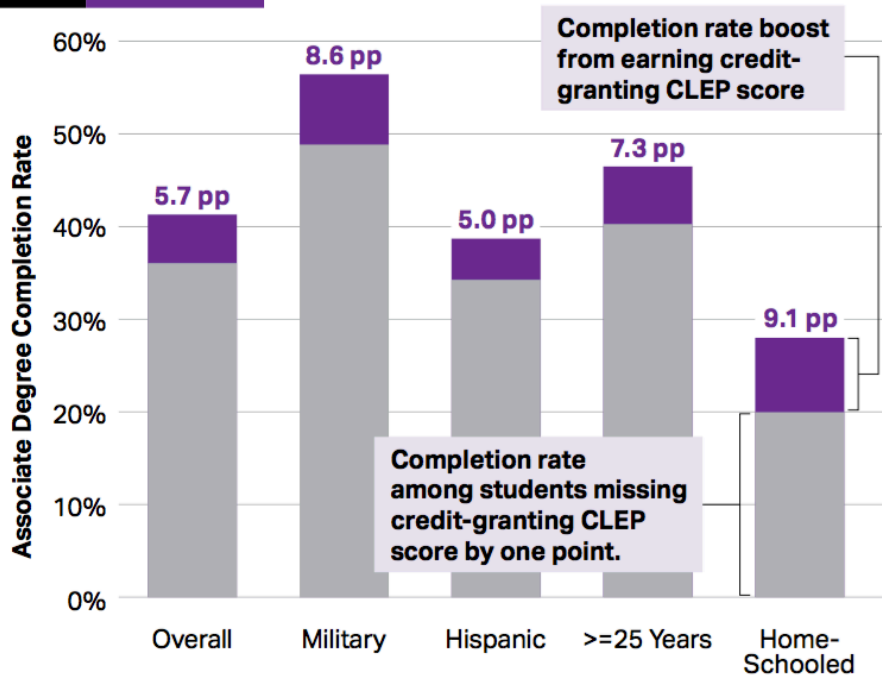
The Council For Adult & Experiential Learning



Causation



CLEP®



Prior Learning Assessment is Everywhere but Lives Nowhere

Exams

- CLEP
- DSST

Portfolios

- Learning Counts
- Faculty-Driven

Certifications

- ACE
- Faculty-Driven





Credit for Competency

If it works, bake it into the cake:
Embedded Credit for Competency Process

- **Required for all adult students**
- **Designed to maximize credits earned**
- **Credits transcribed promptly**



3-Credit Course leads students through reflection and PLA process:

Up to 48 hours earned

**24 hours earned
on average**

3 credits

STEP 3:
Provide a
Coach

CCA-ism:

**The longer it takes,
the more likely that
life gets in the way.**

CCA-ism:

The longer it takes,
the more likely that
it gets in the way.

LIFE WILL GET IN THE WAY



Dedicated Coach

Assign a coach to each adult student

- **Single coach from start to finish**
- **Trained to build relationship & trust**
- **Equipped to intervene in institutional policy and practice**
- **Knowledge of external resources**

InsideTrack's Coaching Results



PENN STATE

46%
improvement in
enrollment
conversion



IVY TECH

33% increase in
low-income,
first-gen
persistence



FLORIDA STATE

Coaching
program
generated \$9.6M
in additional
revenue

THE CAMPAIGN



A lot has changed since you left college.
LIKE YOUR REASONS FOR RETURNING.

LARGE INCOME BUMP +\$20k	LESS CHANCE OF BEING UNEMPLOYED 3x	MORE CAREER OPTIONS 60%
College Grads vs High School Grads	Bachelor's vs High School Degree	Jobs Requiring Education Beyond High School by 2018

Explore available programs and access your incentives
www.YouCanGoBack.com/Anthony.Smith
An Initiative of the Indiana Commission for Higher Education



A lot has changed since you left college.
LIKE YOU, FOR INSTANCE.



Scan with your smartphone

Indiana colleges and universities are making it easier to finish your degree.



You Can. Go Back.
Indiana Commission for Higher Education
401 West Chestnut Street, Indianapolis, IN 46204



Proactive Reengagement

Adults are welcomed back – with the promise of a Better Deal

Avenues to reach potential returning adult students include:

- Direct marketing
- Reverse Transfer efforts
- Employer partnerships



On the Ground



Matt Bergman
University of Louisville



Buffy Tanner
Shasta College

A Better Deal for Returning Adults



Q&A

Are You Ready?

A Better Deal for Returning Adults





Questions?



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Senior Vice President
of the Alliance