





In Partnership with North Carolina Independent Colleges & Universities

# Today's Presenters





**Relevant Prior Board Appointments:** 

- 1. Council of Independent Colleges
- 2. North Carolina Independent Colleges and Universities
- 3. Council of Colleges & Universities of the Christian Church



Dr. Robert Manzer: Chief Academic Officer for the College Consortium

Relevant Prior Academic Experience:

- 1. Provost at American InterContinental University (AIU)
- 2. VPAA at St. Edwards University
- 3. Dean, College of Arts and Sciences at Ohio Northern University



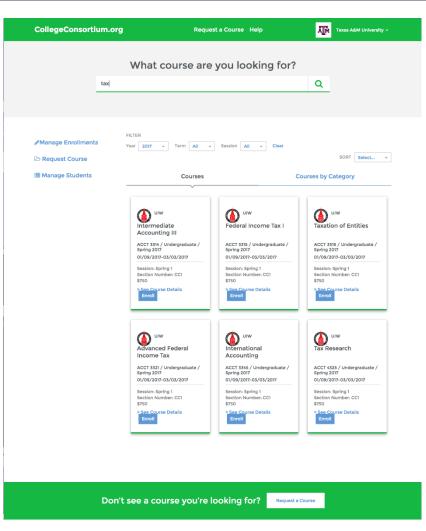
Nathan Green: VP of Growth for the College Consortium

Relevant Prior Higher Education Experience:

- 1. Founder of Campus2Careers
- 2. GM of Talent Assessment Division at Pearson (Previously Harcourt)
- 3. Technology Advisor/Board Member on 3 Higher Ed software companies



# College Consortium (CC) 101



### The Basics of Online Course Sharing

- Site facilitates inter-college enrollment/course sharing
- Model creates revenue-sharing between members
- Greater oversight and control of courses students take

### The Economics: Revenue-Sharing

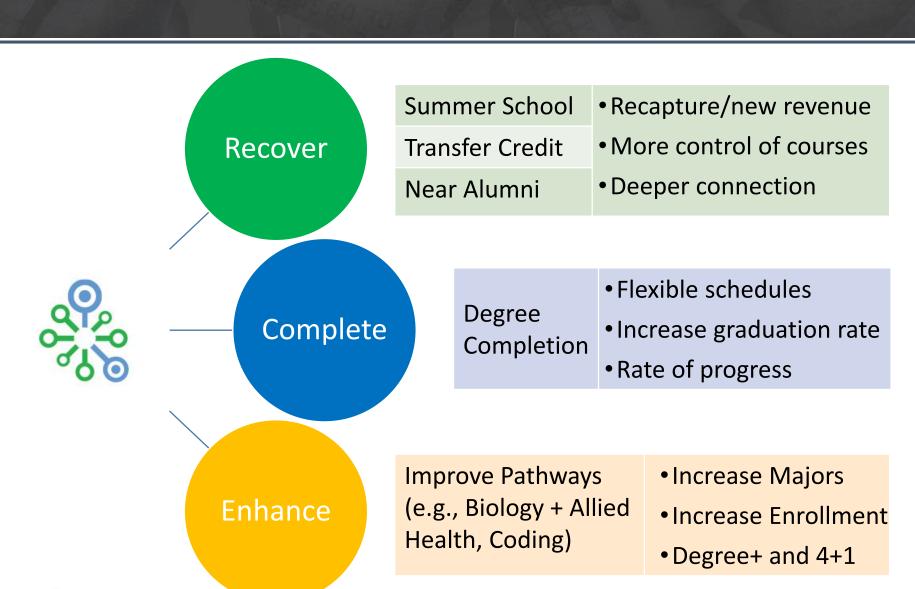
- Teaching Member (TM) offers course seat at lower price:
  - 1. No cost to recruit student
  - 2. Filling an existing (empty) seat
- Enrolling Member (EM) charges its regular per-credit hour tuition (or another rate) and keeps the difference

#### The Academics: More Control over Courses

- Preview syllabi for all courses to discern alignment with own courses
- Ability to demonstrate proper faculty credentials for all courses your students take
- Institutions pre-approve the courses and colleges they want to share with



# Benefits of Academic Sharing



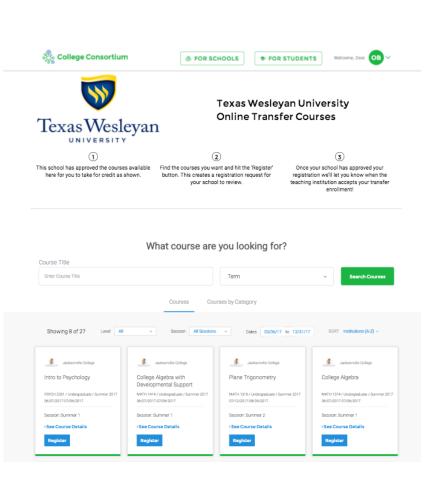
### **Enrollment Ideas**

### How to use academic sharing to address financial stress:

- 1. Recover transfer credit revenue and summer line of credit issue
- 2. Provide a robust path to graduation and avoid low enrollment classes
- 3. Reduce drop/stop-out losses
- 4. Enhance retention and recruitment through low cost curricular incentives
- 5. Aid in faculty retention



# Immediate Opportunity: Bring Summer Back



- Identify most popular transfer courses (top 20 courses = 80% of credit hours)
- Pre-approve equivalencies from the CC (review syllabi, faculty CV to vet quality)
- Set summer tuition rate to revenue share (avg. TM fee is \$750, EM tuition is \$1,250)
- Add courses or a link to the schedule (courses that complement/supplement)
- 5. Promote courses to advisors and students (add a paid intern to support marketing)

Texas Wesleyan "leaked" 1,000+ enrollments last year and is planning to bring back over \$600k in new tuition revenue this summer



## Making Inter-college Enrollments Easy

Align Courses

- TM loads courses and posts prices
- EM approves courses to show to advisors and students (optional)

Register /Attend

- EM advisor enrolls student
- TM onboards student and class starts
- CC ACH's payment

Complete /Recognize

- Student completes course
- TM loads final statuses and grades
- EM recognizes credit

EM Charges the Student \$1,500/course (3-credit)

TM Sets \$600 List Fee CC Adds 25% Processing Fee



CC Withdraws \$800 via ACH from EM on Add/Drop Date

EM Nets \$700 for Tuition



CC Deposits \$600 to TM via ACH within 5 Business Days

CC keeps \$200 for Processing Fee



## **Getting Started**

### Is your college a good fit for the College Consortium?

- ✓ Do you have online courses you want to offer to generate more enrollments/revenue?
- ✓ Do you recommend students take classes at other colleges (summer school, pre-regs)?
- ✓ Do you have students who need to take classes remotely (life event, study abroad)?
- ✓ Do you want to offer more programs, majors, or skill-based courses (i.e. CE)?
- ✓ Do you need more options for degree completion, eligibility, or rate of progress?

## To pilot transfer credit recovery this summer contact:

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- Rob Manzer Rob@collegeconsortium.org, C: 512.492.2550

