# Valuing My Education— Teaching ROI Strategies for Gainful Employment

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## Learn and Adapt or You will be scheduled for EXTINCTION.





## Answer WHY first....

Job, JOB, JOB...JOB!

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# The Courage to Hold Everyone Accountable

- Employment is the goal
- The ability to repay loans
- The ability to have economic security

Take the person where they are...allow them to set the target career job (goal) and then determine the measurable prescription for:

- Minimum viable education
- Needed experience
- Training/ certifications/ licenses
- Personal well-being





#### Do The Students Know HOW to Get There?

- Requirements of Target Job—See O\*NET
  - Amount of Work Experience Required
  - Minimum Viable Education
  - Licenses/Certifications
- Cost of Education
  - By Semester
  - By Credit Hour
  - Plus books & Supplies
  - Housing/ Transportation

### **Target Jobs & Starting Salaries**

Major	Target Job by Job Title	Degree-Min Viable Educ	Experience	License/Cert/Training
Family				
Consumer				
Studies	Child & Family Social Worker	bs	several years	lisc in state
	Alcohol and Drug Addiction Adult Client Services Coordinator	ms	5 years	lisc in state
	Child and Family Safety and			
	Crisis Case Manager/Educator	bs	several years	lisc in state
	Child Behavior Aide	bs	several years	some states/California, LPN

## Upon Graduation College reports...

# ROI For Students

Starting			Total Tution 4	On Campus			Total
Salary	8%/yr	7 years	years	Housing	Books	Other	School x4
\$42,350.00	\$3,388.00	\$23,716.00	\$45,248.00	\$ 38,184.00	\$ 600.00	\$8,368.00	\$92,400.00
\$39,980.00	\$3,198.40	\$22,388.80	\$45,248.00	\$ 38,184.00	\$ 600.00	\$8,368.00	\$92,400.00
\$42,350.00	\$3,388.00	\$23,716.00	\$45,248.00	\$ 38,184.00	\$ 600.00	\$8,368.00	\$92,400.00
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\$28,320.00	\$2,265.60	\$15,859.20	\$45,248.00	\$ 38,184.00	\$ 600.00	\$8,368.00	\$92,400.00



### ...Ongoing

#### Students need their personal Career GAP Analysis:

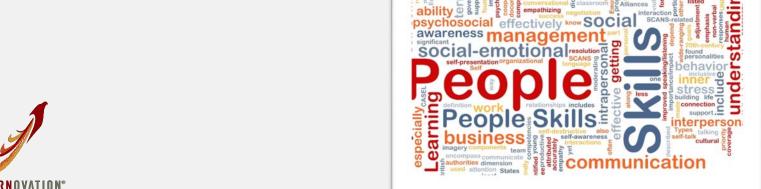
- Quantitative feedback on how much experience they need for their target job
- Minimum viable education layered to target job
- Requirements for training/ certifications/ licenses for target job
- Calculate the cost of gainful employment when seeking training and education





### It is about the Work Experience & Skills

- Update work experience
- Updates coursework
- Update activities and service work
- Get feedback on personal well-being areas of support for workplace engagement





### Teach your students how to Calculate ROI

- What experience do they have...more than you think
  - Calculate Experience
  - Look at ...Requirements of Target Job
  - OOPS...career steps & plan to get there
- Teach them to be a consumer of post secondary
  - Finding Costs
  - Reading Course Catalogues or plans of study
  - Reality Check for a day in the life of a student
    - Reality Check of part-time employment

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