



# Valuing My Education— Teaching ROI Strategies for Gainful Employment

**Anna Graf Williams, Ph.D.**

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



# Answer WHY first....

Job, JOB, JOB...**JOB!**

Get a copy of Today's  
Presentation:

Email: [anna@Learnovation.com](mailto:anna@Learnovation.com)

Web: [www.Learnovation.com](http://www.Learnovation.com)





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



## ...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







# 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

# Contact:

**Dr. Anna Graf Williams, President  
Learnovation<sup>®</sup>, LLC  
8500 E. 116th St. #848  
Fishers, IN 46038  
317-577-1190  
anna@learnovation.com**



**[www.learnovation.com](http://www.learnovation.com)**

