

LATIMER EDUCATION
Preserving History. Making History.™

October 2011
Embracing the Future Conference

© 2011 Latimer Education, Inc. – Extremely Confidential

How did we get here?

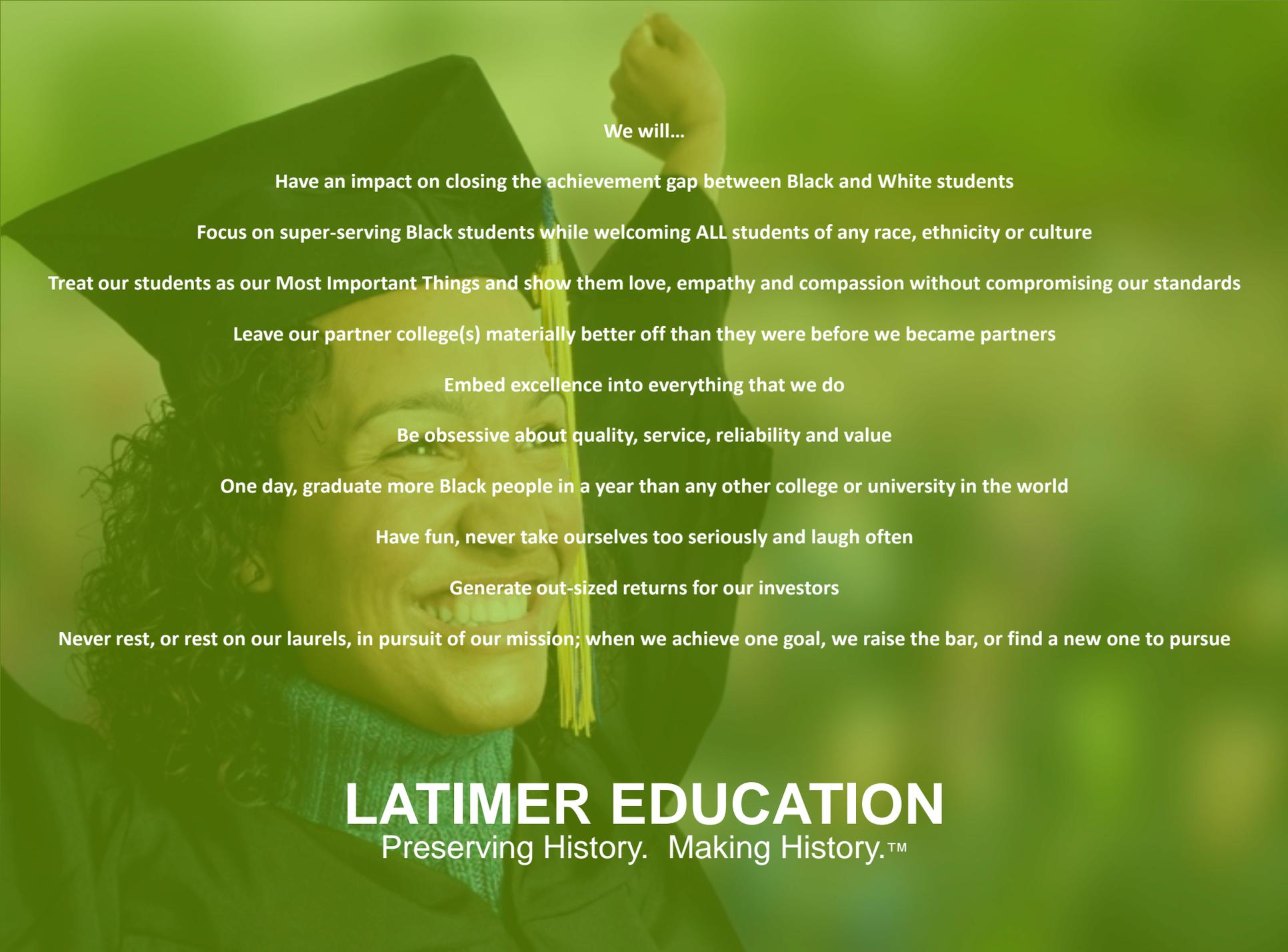
- Growth of online education led principally by for-profit institutions
- Regulators playing catch-up
- Concerns about marketing and quality of outcomes
- ED, Accrediting agencies, Congress and state regulators

ED Program Integrity Rules

- Credit-hour definition
- State Authorization
- Misrepresentation in marketing
- Incentive Compensation
 - Limitations on payments to marketers/recruiters; 'rules of the road' for tuition sharing
 - Important clarification for non-profit institutions seeking to work with partners

Be Empowered, Not Afraid

- Recognize that the needs of online students are different than those of your ground students
- Focus on necessary supports for retention
- Be data-driven – focus on your outcomes
- Be transparent with your data – for your students, your institution, and your regulators
- Stay on top of the evolving demands of regulators



We will...

Have an impact on closing the achievement gap between Black and White students

Focus on super-serving Black students while welcoming ALL students of any race, ethnicity or culture

Treat our students as our Most Important Things and show them love, empathy and compassion without compromising our standards

Leave our partner college(s) materially better off than they were before we became partners

Embed excellence into everything that we do

Be obsessive about quality, service, reliability and value

One day, graduate more Black people in a year than any other college or university in the world

Have fun, never take ourselves too seriously and laugh often

Generate out-sized returns for our investors

Never rest, or rest on our laurels, in pursuit of our mission; when we achieve one goal, we raise the bar, or find a new one to pursue

LATIMER EDUCATION

Preserving History. Making History.™