



The College CREDIT Recommendation Client ValueTracker is a two-point check to quantify value and return on investment for both your MISSION and your MARKET.

COMPANY/CONTACT INFORMATION

Name of Company \_\_\_\_\_

Contact Name \_\_\_\_\_

Title/Position \_\_\_\_\_

Phone/Fax \_\_\_\_\_

E-mail \_\_\_\_\_

# Courses for Review \_\_\_\_\_

1. DoTheMission

ACE CREDIT Mission:	What is your organization's mission?
ACE's College CREDIT Recommendation Service provides greater access to college and credentials for adult learners. We link lifelong learners to higher education.	
How will ACE's College CREDIT Recommendations add value for your corporate and individual student clients?	
How will ACE's College CREDIT Recommendations be used by your students?	

2. DoTheMath

<b>A-</b> How many students take this course each year?	
<b>B-</b> What is your tuition fee for this course (e.g., average charge of \$990 per 3-hour course)?	
<b>C- Estimate/Project:</b> How many additional students would take this course if you offered ACE's CREDIT recommendations, opening the door for possible college/university credit and corporate tuition reimbursement?	
<b>D- Multiply (CxD)=How much more could you be earning on this course in 1 year?</b> Multiply this savings x 3 (3 years = life of ACE's CREDIT recommendation).	
<b>E- Break Even</b> for your Investment in ACE's CREDIT recommendation (Cost of Review ÷ Average Tuition Fee per Course = Number of Additional Student Enrollments needed to break even)	Calculated by ACE Staff after cost proposal is complete

ACE's College CREDIT Recommendation Client ValueTracker

For assistance or more information, e-mail or call Nancy Musick: nancy\_musick@ace.nche.edu; (202) 939-9714



The College CREDIT Recommendation Client ValueTracker is a two-point check to quantify value and return on investment for both your MISSION and your MARKET.

COMPANY/CONTACT INFORMATION

Name of Company \_\_\_\_\_ Cutting Edge Learning Centers  
 Contact Name \_\_\_\_\_ Steve Bristol  
 Title/Position \_\_\_\_\_ Director of Corporate Accounts  
 Phone/Fax \_\_\_\_\_ (212) 555-8825  
 E-mail \_\_\_\_\_ Sbristol@CuttingEdgeLearning.com  
 # Courses for Review \_\_\_\_\_ 1 Course – Delivering Results in Tough Times 101

1. DoTheMission

ACE CREDIT Mission:	What is your organization's mission?
ACE's College CREDIT Recommendation Service provides greater access to college and credentials for adult learners. We link lifelong learners to higher education.	To strengthen the intellectual capital of our corporate clients and individual students in a socially responsible manner.
How will ACE's College CREDIT Recommendations add value for your corporate and individual student clients?	CORPORATE: To increase employee retention and foster a learning environment. INDIVIDUAL: Keep knowledge current & competitive.
How will ACE's College CREDIT Recommendations be used by your students?	To finish their undergraduate degrees, accelerate pursuit of their advanced degree or track their professional development activity.

2. DoTheMath

A- How many students take this course each year?	2,500
B- What is your tuition fee for this course (e.g., average charge of \$990 per 3-hour course)?	\$990
C- <b>Estimate/Project:</b> How many additional students would take this course if you offered ACE's CREDIT recommendations, opening the door for possible college/university credit and corporate tuition reimbursement?	50
D- <b>Multiply (Cx D)=How much more could you be earning on this course in 1 year?</b> Multiply this savings x 3 (3 years = life of ACE's CREDIT recommendation).	\$ 49,500 \$ 148,500
E- <b>Break Even</b> for your Investment in ACE's CREDIT recommendation (Cost of Review ÷ Average Tuition Fee per Course = Number of Additional Student Enrollments needed to break even)	Calculated by ACE Staff after cost proposal is complete

ACE's College CREDIT Recommendation Client ValueTracker

For assistance or more information, e-mail or call Nancy Musick: nancy\_musick@ace.nche.edu; (202) 939-9714



The College CREDIT Recommendation Client ValueTracker is a two-point check to quantify value and return on investment for both your MISSION and your MARKET.

COMPANY/CONTACT INFORMATION

Name of Company \_\_\_\_\_

Contact Name \_\_\_\_\_

Title/Position \_\_\_\_\_

Phone/Fax \_\_\_\_\_

E-mail \_\_\_\_\_

# Courses for Review \_\_\_\_\_

1. DoTheMission

ACE CREDIT Mission:	What is your organization's mission?
ACE's College CREDIT Recommendation Service provides greater access to college and credentials for adult learners. We link lifelong learners to higher education.	
How will ACE's College CREDIT Recommendations add value for your corporate and individual student clients?	
How will ACE's College CREDIT Recommendations be used by your students?	

2. DoTheMath

<b>A-</b> How many employees does your company have?	
<b>B-</b> How many employees are projected to take this course in 1 year?	
<b>C-</b> What is your average tuition reimbursement paid to employees taking college courses (e.g. \$330 per credit hour/ \$990 per 3-hour course)?	
<b>D- Estimate/Project:</b> How many of your employees who take this (these) course(s) would use the ACE CREDIT recommendation rather than duplicating the course in a college/university for which you would pay tuition reimbursement?	
<b>E- Multiply (C x D)=How much you could be saving on tuition reimbursement in 1 year. Multiply this savings x 3 (3 years = life of ACE CREDIT Recommendation).</b>	
<b>F- Break Even</b> for ACE CREDIT Recommendation Investment (Cost of Review ÷ Average Tuition Reimbursement per Course = Number of Employee Uses to Break Even)	Calculated by ACE Staff after cost proposal is complete



The College CREDIT Recommendation Client ValueTracker is a two-point check to quantify value and return on investment for both your MISSION and your MARKET.

COMPANY/CONTACT INFORMATION

Name of Company \_\_\_\_\_ ACME Fortune Makers  
 Contact Name \_\_\_\_\_ Steve Bristol  
 Title/Position \_\_\_\_\_ Corporate Director of Professional Development  
 Phone/Fax \_\_\_\_\_ (212) 555-8825  
 E-mail \_\_\_\_\_ Sbristol@ACME-Fortune.com  
 # Courses for Review \_\_\_\_\_ 1 Course – Measuring and Tracking Results

1. DoTheMission

ACE CREDIT Mission:	What is your organization's mission?
ACE's College CREDIT Recommendation Service provides greater access to college and credentials for adult learners. We link lifelong learners to higher education.	To grow fortunes for our clients in a socially responsible manner.
How will ACE's College CREDIT Recommendations add value for your corporate and individual student clients?	To increase employee retention 10% in 1 year. Employees must complete 2+ job-related courses per year to keep skills/knowledge current.
How will ACE's College CREDIT Recommendations be used by your students?	To finish their undergraduate degrees, accelerate pursuit of their advanced degree or track their professional development activity.

2. DoTheMath

<b>A-</b> How many employees does your company have?	25,000
<b>B-</b> How many employees are projected to take this course in 1 year?	250
<b>C-</b> What is your average tuition reimbursement paid to employees taking college courses (e.g. \$330 per credit hour/ \$990 per 3-hour course)?	\$990
<b>D- Estimate/Project:</b> How many of your employees who take this (these) course(s) would use the ACE CREDIT recommendation rather than duplicating the course in a college/university for which you would pay tuition reimbursement?	50
<b>E- Multiply (C x D)=How much you could be saving on tuition reimbursement in 1 year. Multiply this savings x 3 (3 years = life of ACE CREDIT Recommendation).</b>	\$ 49,500 \$ 148,500
<b>F- Break Even</b> for ACE CREDIT Recommendation Investment (Cost of Review ÷ Average Tuition Reimbursement per Course = Number of Employee Uses to Break Even)	Calculated by ACE Staff after cost proposal is complete

ACE's College CREDIT Recommendation Client ValueTracker

For assistance or more information, e-mail or call Nancy Musick: nancy\_musick@ace.nche.edu; (202) 939-9714