

**MAPCS Presents...**

# **SUCCESS STRATEGIES FOR EFFECTIVE SCHOOLS & COLLEGES**

**with Dr. Joe Pace of The Pacific Institute**

**What: Training Workshop**

**When: November 9, 2005, 2:30-6:30PM**

**Where: The Crowne Plaza in Woburn, MA**

**Cost: \$45 per Member, \$69 per Non-member**

Dr. Joe Pace, internationally known as an educator, student retention and enrollment management expert developed this highly effective in-service program for career schools. He has a doctorate in education, a masters in psychology, a bachelors in business and has been involved with career schools since 1969.

## **Topics Covered:**

- How to effectively meet the major challenges facing career schools and colleges today: enrollment, student motivation, retention and persistence rate, student loan default rates, stress of faculty, administration, staff and students.
- The importance of changing habits, attitudes, beliefs and expectations.
- How "blind spots" in thinking keep administrators, faculty and staff from being effective.
- How to think more strategically and develop a strategy for a more effective organization.
- Understanding and practicing "Emotional Intelligence" in schools (IQ vs EQ).

*Directions provided  
on the reverse side  
of this sheet.*

## **Who Should Attend:**

Every employee from receptionist to admissions, financial aid, instructors, to directors, administrators and job placement — every staff member affects student learning, enrollments, retention and school success.

## **Certificates Awarded**

This 4-hour workshop has been designed to fulfill the "Faculty Professional Development" requirements needed to maintain accredited status. Certificates will be awarded upon completion and mailed to schools.

**TO ATTEND THIS WORKSHOP, REGISTER BY OCTOBER 25TH. Space is limited, so be sure to register early!**

To register, complete the form below and send with payment, checks only, made payable to MAPCS, and mail to:

**Mass Assn of Private Career Schools, PO Box 407, North Reading, MA 01864**

For more information or forms, visit [mapcs.org/training.htm](http://mapcs.org/training.htm) or contact MAPCS at (978) 664-5146 or via E-mail: [admin@mapcs.org](mailto:admin@mapcs.org).

School Name: \_\_\_\_\_ Tel. ( \_\_\_\_\_ ) \_\_\_\_\_

School Address: \_\_\_\_\_ E-mail: \_\_\_\_\_

Contact: \_\_\_\_\_ Contact's title: \_\_\_\_\_

Each MAPCS Member Attendee \_\_\_\_\_ x \$45.00 = \_\_\_\_\_. Each Non-Member (of MAPCS) Attendee \_\_\_\_\_ x \$69.00 = \_\_\_\_\_.

**Total # of Attendees = \_\_\_\_\_ Total Due = \_\_\_\_\_.**

**Print attendee names and titles for certificates.** (Use separate sheet or send names via E-mail; include school name in all correspondence.)



**Dr. Joe Pace**

Dr. Joe Pace is a nationally known speaker who conducts seminars and workshops in areas of school management, faculty development, student retention, psychology, and motivation. He has instructed thousands of college-level students in the areas of psychology, personal development, and business administration.

He has earned a doctorate in education, a masters degree in psychological counseling, and a bachelors degree in business administration. His doctoral dissertation and 20 years of research, concerning success concepts and innovative student retention and persistence techniques, have been the sources for his authoring numerous articles and lecturing internationally.

Dr. Pace, psychologist and former college president, currently serves as the National and International Managing Partner of the Education Initiative for The Pacific Institute. He is the creator of the *Success Strategies for Effective Schools* program which has been implemented worldwide by The Pacific Institute. He is also an educational and psychological consultant for various schools, colleges and organizations throughout the United States and Canada. From 1974 to 1988, he was Chairman of the Board and President of Prospect Hall College in Hollywood, Florida. Before joining Prospect Hall College, he was the Director at Fort Lauderdale University, and prior to relocating to Florida, he served as the Director of Jamestown Business College in Jamestown, New York.

Dr. Pace was appointed by the Governor of Florida to the Florida State Department of Education's nine-member licensing board for private schools, serving on the board for ten years, and elected chairman twice. Additionally, he is the former president of the Florida Association of Postsecondary Schools and Colleges.

On a national level, Dr. Pace recently served as Commissioner of the Accrediting Council for Independent Colleges and Schools in Washington, DC. He served on the Executive Committee of the Council and also on the Board of Directors of the Association of Independent Colleges and Schools, currently known as the Career College Association (CCA).

Dr. Pace has been involved in education for over thirty years.



**DIRECTIONS TO THE CROWNE PLAZA**  
**for MAPCS November 9th Workshop**  
**SUCCESS STRATEGIES for SCHOOLS & COLLEGES**

**Please provide copies of these directions to ALL attendees.**

Sign-in at 2:30 P.M. on November 9, 2005

Please arrive on time and allow extra time for traffic, road conditions and locating hotel. Parking is free in the hotel parking lot. Refreshments available during sign-in and break.

The Crowne Plaza  
2 Forbes Road  
Woburn, MA 01801  
Tel: (781) 932-0999

Traveling 93 North (from Boston area)

Take Exit 36 (Montvale Avenue-Woburn). Turn left off exit. At second set of lights, turn right onto Washington Street. At second set of lights, turn right onto Cedar St. Take an immediate right onto Forbes Rd. Hotel is on the left.

Traveling 93 South (from 495/Andover area)

Take Exit 36 (Montvale Avenue-Woburn). Turn right off exit. At lights, turn right onto Washington Street. At second set of lights, turn right onto Cedar Street. Take an immediate right onto Forbes Rd. Hotel is on the left.

Traveling 128/I-95 North (from Waltham area)

Take Exit 36 (Washington Street-Woburn). Turn right off exit. At second set of lights, take left onto Cedar St. Take an immediate right onto Forbes Rd. Hotel is on the left.

Traveling 128/I-95 South (from Salem area)

Take Exit 36 (Washington Street-Woburn). Bear right off exit. Go up hill and take a right onto Washington St. At third set of lights, take left onto Cedar Street. Take an immediate right onto Forbes Rd. Hotel is on the left.

**MAPCS**

**Dedicated to outstanding education  
and career training since 1947.**

The Massachusetts Association of Private Career Schools (MAPCS) is a 501(c)(6) non-profit organization that promotes high educational standards in business, occupational, trade and vocational schools.