



Newsletter

Fall 2013

Four New Career Training Options

Milan Institute continues to expand its offering of quality short-term career programs in business, healthcare, information technology and fitness. Accounting was recently expanded to an additional campus and programs in Nursing Assistant, Computer & Network Technician and Physical Fitness Trainer have just been added. These new offerings are expected to appeal to prospective students seeking to expand their skills and prepare for careers in fields with solid growth opportunities.

Accounting is now available at Milan Institute in Amarillo, Texas. Campuses in Las Vegas and Sparks, Nevada, are offering the Nursing Assistant program. The Palm Desert, California, campus has begun enrolling for the Computer & Network Technician program and Physical Fitness Trainer is now available at the Amarillo, Texas; Bakersfield, Clovis, Palm Desert and Visalia, California; and Nampa, Idaho, campuses.

Find out more about all of Milan's career training programs at our website www.milaninstitute.edu.

Campus Highlights:

OPI Recognizes Fairfield Cosmetology Student With Scholarship



OPI Products Inc., a leader in professional nail care supports the ongoing growth of the professional beauty industry. Each month OPI selects students from preferred OPI schools across the country and awards \$500 scholarships to two deserving students. Yareli Gonzalez Rubio, a cosmetology student at Milan Institute of Cosmetology in Fairfield, California, submitted her application in July 2013 and was selected as a scholarship recipient. She is the very first Fairfield campus student to

What's New

Graduate Profiles:

Bubba Arredondo set his sights on working in the beauty industry early in life. Learn how Milan Institute of Cosmetology helped this 2011 graduate make that dream come true.

Career training from Milan Institute helped Maricruz Lemus land a position at a prestigious California resort spa. See how this Massage Therapy graduate went from overworked and underpaid to the perfect job with flexible hours and good pay.

Campus Profile:

Explore Milan Institute's newest career training campus in the California Central Valley community of Merced.

Faculty Spotlight:

Meet Milan Institute of Cosmetology Phase 1 Instructor, Christine Miller from the Fairfield, California, campus. Discover how she became a part of the Milan family and the key ideas she imparts to her students.

receive an OPI scholarship. "Not only is this a really big accomplishment in my cosmetology career," says Yareli, "it will also help me pay for school."

To apply for the scholarship, Yareli had to submit an application form and write an essay. Her challenge was to convey why she wants to become a nail technician or cosmetologist and how nail technology plays a part in her career path. "I like doing acrylic nails and enjoy learning to do designs," she wrote in her essay. "It's exciting to learn how every person gives you a different opportunity. With each client you can develop a new and unique design."

Christine Miller, Phase 1 Cosmetology Instructor at Milan's Fairfield campus, submitted a recommendation to accompany Yareli's scholarship application. Ms. Miller states, "I can see her going far in this industry. Her approach to work and life is focused and ambitious. She always works hard in school and takes her career seriously. She has a bubbly personality with clients and is

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Graduate Profile: Jesus "Bubba" Arredondo, Class of 2011

Cosmetology Program • Milan Institute of Cosmetology - Visalia, CA



“You may face struggles along the way, but always do your best. Eventually you will succeed. I’ve accomplished so much and my journey has just begun.”

Bubba Arredondo, a 2011 cosmetology graduate, set his sights on working in the beauty industry early in life. “When I was a child, my mom would take me along when she went to get her hair and nails done at a local salon,” he explains. “The work the stylists’ did and their talent awed me. I always knew I wanted to become a cosmetologist some day.”

While enrolled in an independent study high school, Arredondo heard about the Cosmetology program at the local Milan campus where he lived in Visalia, California. Wanting to get a better idea of what beauty school was actually like, he contacted Milan and set up a tour. “I

loved it. It looked like a really fun environment and I knew it was just what I needed to get started toward my dreams of becoming a cosmetologist,” Arredondo said of his tour experience. Immediately he set to work on finishing his high school studies and then enrolled at Milan Institute of Cosmetology.

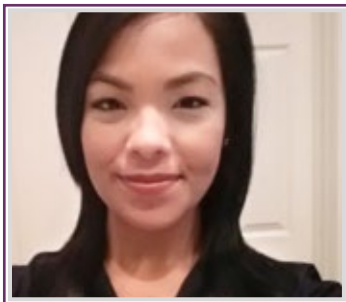
In the beginning, he found the cosmetology program to be a struggle for him. “I really had to learn how to study and work extra hard,” he reports. He considers completing the program and passing his state license exam to be his biggest accomplishment to date. “I graduated only the day before my scheduled testing date. I may have cut it close but at only twenty years old, I am proud to say that I did it,” he exclaims.

Currently employed by Shear Diva Salon in Visalia, California, he now works full time as a nail technician. This might surprise some of his former classmates and teachers. While in school, Arredondo loved cutting and styling hair but not doing nails. “I didn’t like doing nails at all,” he admits. It wasn’t until he became a licensed cosmetologist that he took a real interest in manicuring and now he specializes in nails. “I love making my clients happy. Most of them tell me to do whatever I want and just go crazy. Their fingers are like my canvas.”

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Graduate Profile: Maricruz Lemus, Class of 2013

Massage Therapy Program • Milan Institute - Palm Desert, CA



“Keep going. It’s worth every minute of your time and every ounce of your effort.”

An ad on the radio. That is what it took to conclude that it was time for Maricruz Lemus to do something about her situation. “One day on my way home from work,” says Maricruz, “I heard an ad for career training at Milan Institute on the radio.” At the time, Maricruz was a full-time community college student and worked long hours at a minimum wage job. What she was doing just wasn’t fulfilling for her. It was then that she decided to make a change.

Maricruz’s long-term goal is to become a registered nurse. She was able to envision that by studying to become a massage therapist first, she could start a flexible career that would give her the freedom to

continue her nursing education. She would also have the financial independence she needed. The Massage Therapy program at the Milan Institute Palm Desert, California, campus was a perfect fit. “I love the health field and the science of the human body,” explains Maricruz, “and massage therapy is a natural fit.” With her own high expectations, Maricruz made the decision to enroll at Milan Institute and move forward.

Milan’s short-term program and class schedule left room for Maricruz to continue working while she completed the program. “I’ll be honest,” laughs Maricruz, “It wasn’t easy.” For the duration of the nine month program, Maricruz spent her mornings in school, then went directly to her job until mid-evening and then home to complete her homework assignments. “I was exhausted,” she admits. Coming from community college where you have a semester to learn a course to the fast-paced modules at Milan was challenging. “Getting so much information in four to eight days of course work was definitely something to get used to,” she adds.

With encouragement and support from her instructors and peers, Maricruz stayed focused. Even when she was tired and felt sleep deprived by her busy schedule,

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Campus Profile: Milan Institute - Merced, CA

Milan Institute has opened its newest career training campus in the California Central Valley community of Merced. Classes began in mid-May and career programs currently offered include Massage Therapy and Medical Assisting, as well as programs in Cosmetology and Manicurist. The school's staff of 15 and student population of 96 will grow rapidly over the next several months, and the school anticipates serving the needs of 150 students by 2014. The first graduation ceremonies will take place in the spring of 2014.

A student salon and massage spa offering value-priced beauty and massage services to the public are located on campus. Guests can choose from a variety of options such as facials, waxing, pedicures, haircuts and various massage styles. "The student salon is open Monday through Saturday and is full service. Our students are excited to provide excellent customer service and develop a return relationship with clients who appreciate professional and caring service," exclaims Emily Samons, Milan Institute School Director. All salon and spa services are performed by students under instructor supervision.

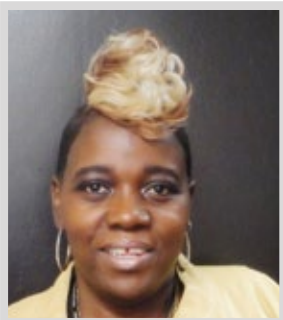


Merced, CA Campus

Merced is a dynamic community located approximately 110 miles southeast of San Francisco and 310 miles northwest of Los Angeles, with friendly small town living in a mid-size city. Situated in the heart of California's agricultural Central Valley, Merced is the region's hub for education, culture and business. Merced's location provides easy access to the central California coast, Sierra Nevada Mountains, national parks and major cities.

Milan Institute in Merced is currently enrolling students for all programs and is located at 780 Loughborough Drive.

Faculty Spotlight: Christine Miller, Cosmetology Instructor Milan Institute of Cosmetology • Fairfield, CA



“You need direction to help propel your career forward. Continue to set realistic goals, both long-term and short-term.”

Meet Christine Miller, an instructor at the Milan Institute of Cosmetology in Fairfield, California. Christine started her beauty career in the San Francisco area where she grew up and attended beauty school at Ms. Marty's School of Beauty. Upon graduating and receiving her license as a cosmetologist, Christine accepted a position as an instructor at her alma mater.

In the early 90's, Christine left San Francisco and Ms. Marty's School of Beauty and resettled not far away in Fairfield, California. It was there that she worked for a number of years as a manager for multiple salons and as an independent stylist. Through the course of her career, Christine found that her true passion is in educating future beauty professionals, and in April of 2010, she joined the Milan Institute of Cosmetology as an instructor

at the Fairfield campus.

Christine's diverse background brings plenty to the table for her students. She believes that helping people look and feel good about themselves is as important as a positive attitude. "Image is key," she states. "This is the essence of what I teach to my students, and I lead by example." Christine is the instructor for Phase 1, which is the beginning level for students in Milan's Cosmetology program. Her students are with her for 12 weeks as she covers a variety of topics, from manicures and pedicures to hair color, permanent waves, relaxers, hair cutting and styling.

Outside of the classroom, people might be surprised to know that Christine is actually very shy and would prefer not to be in the spotlight. She loves sports of all kinds and spending her free time with her family.

One of the things that Christine thinks is especially important for her students to remember is that they have to set goals. Big life steps like getting an education, landing your first job or opening your own business don't just happen by themselves. "You need direction to help propel your career forward. Continue to set realistic goals, both long-term and short-term," she adds. As one of her favorite sayings states, "If you don't stand for something, you can fall for anything."

Campus Highlights: OPI Recognizes Fairfield Cosmetology Student With Scholarship (Continued)

well liked by her fellow students."

Doing hair had always been an interest for Yareli. Being in the Cosmetology program is now giving her an opportunity to learn more about not only hair, but also skincare and nails as well. "It's just amazing. I love how you can change someone's perception about their own looks and increase their confidence when it comes to their appearance," Yareli explains. "There is nothing better than doing what you love, and the best reward from a client is their smile."

While contemplating her future, Yareli's plans include learning as much as she can about everything involving hair, nails and skincare. Having the opportunity to be self-employed is one of the things that drew her to study cosmetology. One of her goals in life is to start a business and open her own salon. "Education," she says, "will allow me to pursue a better future for myself and my family. I want to be a role model for my daughter."

Congratulations to Yareli on this achievement. Well done!

Graduate Profile: Bubba Arredondo (Continued)

Arredondo believes that it's important to remember to never give up on your dreams. "You may face struggles along the way, but always do your best. Eventually you will succeed. I've accomplished so much, and my journey has just begun."

Graduate Profile: Maricruz Lemus (Continued)

she always tried her best. She put her mind to it and accomplished what she set out to do, graduating with a 3.8 grade point average and taking great personal satisfaction in always finishing what she starts.

On the very same day that Maricruz received her state certification as a massage therapist, her hard work and effort paid off in a big way. She received an offer for a position at the prestigious Spa Las Palmas located inside the Omni Resorts Rancho Las Palmas Resort & Spa in Rancho Mirage, California. "This job is perfect for me," Maricruz exclaims. "The schedule is flexible, and I can continue my education without having to work long hours or worry about making ends meet."

Her advice to others considering career training: "Go for it. Anything is possible. Dream big and work hard." She also adds, "Keep going. It's worth every minute of your time and every ounce of your effort."

Milan Campuses Reaching Out In Their Communities

Milan Institute of Amarillo joins the fight to end hunger in the Texas Panhandle



Milan Institute Amarillo students and staff with their Snack Pak 4 Kids donation items.

When faculty and students of Milan Institute in Amarillo, Texas, heard that Snack Pak 4 Kids was partnering with local Parks and Recreation departments in their area to provide lunches to kids who live in food-insecure homes over the summer, they jumped at the chance to get involved. While they were at it, they had a little fun too! "We know this meal is sometimes the only meal the kids will have for the day," explains Lindsay Sullivan, Milan Institute Career Services Coordinator. "We wanted to be a part of helping the kids in our town and across the panhandle."

Faculty and students raised money and snacks in June and July. Those who wished to donate were able to "buy" the opportunity to wear jeans each Thursday instead of their usual attire. In addition, they held a Water Balloon Bash, where students could purchase a chance to bash faculty members and the dean of education with water balloons. A \$1 cash donation, box of Pop Tarts or jar of peanut butter was all it took to get in on the fun. As a result, they were able to support the Snack Pak 4 Kids program with a donation of \$235 in cash and snacks.

The mission of Snack Pak 4 Kids is to end weekend hunger for children by providing a backpack filled with kid-friendly snacks each Friday of the school year. This year, while working with the Parks and Recreation departments they were able to expand that mission to provide Friday lunch and snacks to kids at 17 area parks. Snack Pak 4 Kids began in 2010 with 10 kids. Now over 4,000 kids will benefit from the program in 30 communities by this fall.

"We were able to help people in need while teaching our students about community awareness and working together to help others," comments Dani Howe, Milan Institute Administrative Medical Assistant Instructor.

Snack Pak 4 Kids hopes to start this program in every community in the Texas Panhandle by 2015. To learn more about Snack Pak 4 Kids, please visit www.snackpak4kids.org.

For more information about our graduation rates, median loan debt of students who completed the program and other important information, please visit our website.