ZITS

BY JERRY SCOTT AND JIM BORGMAN

WHOA!
POPP!
POPP!

THAT'S WEIRD. MY EARS JUST POPPED.

MAYBE A HIGH PRESSURE FRONT IS MOVING IN.
I DON'T FEEL ANYTHING.

THERE ISN'T ANYTHING LIKE THAT IN THE FORECAST, BUT...

DO YOU REALIZE YOUR COLLEGE APPLICATION IS DUE IN TWO YEARS AND YOU HAVEN'T EVEN STARTED ON THE ESSAYS??

THAT EXPLAINS IT.
OKAY. I FEEL IT NOW, TOO.
POPP! POP!
POPP!

SO I'VE ELIMINATED TENNESSEE, SYRACUSE, AUBURN AND KALAMAZOO.

OH!

TOO BIG? TOO FAR AWAY? TOO EXPENSIVE?

I LOOK TERRIBLE IN ORANGE.

WHAT DO YOU HAVE IN A TRULY LIBERAL ARTS COLLEGE?

November 25, 2016
Why Can’t We All Get Along?

Successful Partnerships Between Schools Counselors + Independent Counselors + Test Prep Vendors
Theme for this talk...

- Debunk the myth that it's US vs THEM
- We are all on the same team
- Resources for our families
- Partnership! Teamwork makes the dream work
Shanell Leggins

- Director of College Counseling at Pilgrim School, a private K-12 day & boarding school in Los Angeles, CA

- UCLA College Counseling Extension Instructor

- Previous Professional Background: LAUSD, Academic Counselor/College Counselor, Torrance Unified, Adult School Counselor, UCLA, Admissions Reader, International College Prep Consultant

- Random Fact #1: Next year will mark my 20th year in the field of education
- Random Fact #2: I’m obsessed with UberEATS!
- Email: sleggins@pilgrim-school.org
Leigh Weissman
College Counselor – Collegewise
Sacred Heart University
Admissions Counselor and Asst. Director of Admissions
Quinnipiac University
BA in Communications
Random fact #1: volunteers as a youth group leader at church
Random fact #2: going to Coachella in April and hoping to not bump into any of her students!
Email: LeighW@collegewise.com
Jacob Kantor

- Director of School Partnerships – Revolution Prep
- **Previous Professional Background:**
  - Director of School Outreach - C2 Education 2012-2016
- UCLA, College Counseling Certificate
- CSUN - BA in Communications
- Practicum Counselor hours @ Maranatha HS (Pasadena) Spring 2016

- Random fact #1: I lost 100 lbs juicing!
- Random fact #2: Just celebrated a 1 year wedding anniversary

- Email: Jacob.Kantor@revolutionprep.com
Debunking myths: Why some families seek independent counselors

- Dynamics at home
- Parents went to college in another country
- Student athletes
- Students’ personal issues
- Oldest child
- Second child
SAT

Y U NO LET ME SLEEP?
Debunking the myths:
Test Prep is only concerned with making money

Free services for schools
- **Practice Tests** (SAT, ACT, PSAT, ISEE, SSAT, AP TESTS, TOEFL)
- **Presentations**
  - Beyond the Books
  - Demonstrated Interest
  - PSAT Score Give Back Nights
  - Growth Mindset - Research coming out of Stanford
  - SAT vs ACT
  - College Admissions Testing Overview
- **Partnerships with local organizations**: Boys & Girls Club / FBLA / YLA / Public Libraries
- **Scholarships** (Student writes an essay - 75% off)
- **Gift Cards**
- **PFC/PTA/Counseling Fundraisers** (creative ways to use $, senior scholarships, NACAC busing, NACAC registration, NACAC Hotels)
Benefits of Partnerships

• Free & Additional Resources
• More Support & Balance
• Learning/Growth Opportunity
• Academic Support
• Fundraiser Opportunities
• Advice from Testing Experts
• Engaging Parent Presentations
Benefits For IEC’s:

Test Prep:
- Understanding test prep time-lines and tips
- Awareness of different test prep options/companies

School Counselors:
- Course Selection
- What I can offer - Free Seminars
- When presenting at schools (or to test prep families)…
Benefits of Partnerships

- Collaborate! No sense in re-creating the wheel.
- Save energy, If we can take one thing off of your plate, we are happy to do so.
- Be open to the resources.
- All school programs are free!
- When students work with a tutor, its a partnership. Parent > Student > Tutor
- Parent Update videos weekly

Popular workshops available:
- Beyond the Books
- Demonstrated Interest
- PSAT Score Nights
- Growth Mindset
- SAT vs ACT
- College Admissions Testing Overview

Popular tests available: (SAT, ACT, PSAT, ISEE, SSAT, AP TESTS, TOEFL)
- Our goals are the same, student success!
Tips for HS Counselors

• Be Open
• Allow for Honest & Cooperative Relationship
• Building Bridges Between Colleagues
• Consider Why Family (Possibly) Hired an IEC
• Look on the Bright Side!
Next Steps for IEC’s

- Remember they’re BUSY!
- Care packages
- Attending conferences
- **For school counselors & IEC’s** – Collegewise is developing training sessions for counselors on a variety of topics.
Takeaways for working with Test Prep

Work together!
- Our goals are the same
- Team up on events at school + local community organizations
- College Knowledge Nights, College Fairs, Parent Events
- Scholarships available for your students
- Gift cards available for your students
- Conference presentations (like this one)
- Use all of the resources available to you

Test Prep Companies get questions for local IEC'S
- We work with over 4,000 students every single week. A lot of our families ask for referrals.
- Once we start working with a family, parents are involved in the process and updated weekly via update videos, independent counselor and even the school counselor gets updates on progress of the student.
Teamwork makes the dream work

Q&A
Thank you for attending, we have a special surprise...

YOU GET A CAR!
EVERYBODY GETS A CAR!

PILGRIM SCHOOL
1958

REVOLUTION PREP

College Wise
• How to reach us:
  • sleggins@pilgrim-school.org
  • LeighW@collegewise.com
  • Jacob.Kantor@revolutionprep.com

Thank you for attending