



# P . E . G . A S U S

*Official Newsletter of Premier Education Group*

*"Soaring to new heights!"*

## *In This Issue:*

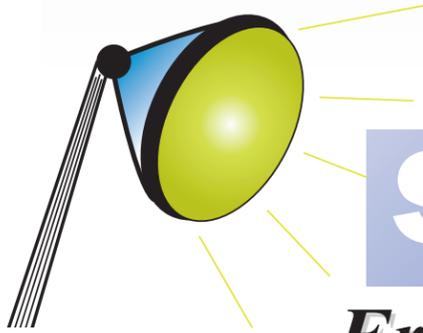
- Spotlight on Success .....1*
- Campus News .....2-3*
- Leading Financial Firm Uses  
Branford Hall Interns .....2*
- Ten Fastest Growing Careers ..2*
- PEG Computer Training .....3*
- Paralegal Facts .....3*
- Medical Students Take  
Certification Exams .....3*
- Seminar Dates .....3*
- Recent Job Placements .....4*

## **Premier Education Group Leading the Way in Specialized Education**

Specialized career education has become one of America's fastest growing trends in education. Why are so many men and women turning to specialized career education? According to Tony McPeck, Regional Director of Admissions at Branford Hall, "a lot of individuals want to get into a new career but don't want to spend years in school. Each of our programs is focused on a specific career and doesn't include a lot of general studies or unrelated courses. This way, students can complete their programs more quickly, have a higher level of skills in their area of specialization, and start their new career sooner." The Premier Education Group includes the following schools:

- Branford Hall Career Institute
  - Branford, CT
  - Southington, CT
  - Windsor, CT
  - Springfield, MA
  - Ronkonkoma, NY
- The Salter School
  - Worcester, MA
  - Malden, MA
  - Lowell, MA (opening Fall '02)
- Suburban Technical School
  - Hempstead, NY
- Seacoast Career Schools
  - Sanford, ME

All Premier Education Group member schools are committed to an unsurpassed level of excellence in career education. According to Linda Roman of the Career Services Department, "Employers have come to know that graduates from Premier Education Group schools have a higher level of skills and are more *job-ready* than graduates of other schools. In addition, we maintain strong relationships with employers, making it easier for our students to transition into the workplace." The career services department works with every graduate until they are employed in their area of specialization.



## **Spotlight on Success**

### **Frank Garcia**



*From  
supermarket  
employee to  
A+ technician*

Frank Garcia, a graduate of the Computer Networking program in Southington, is currently employed at Omega Communications in Southington as an A+ technician. Frank was hired directly from his externship and hasn't looked back to the days of his employment at Stop & Shop since. Frank was working in loss control for about a year when he knew he needed something more from life. "The big motivator at that time was money," Frank recalls with a smile. So with higher aspirations in his mind, he set his energy to seek out a school that would take his interest in electronics to the next level. "It would be great if I (could have found) a way to take the interest in electronics and turn(ed) it into a way to make money," Frank recalls. Although Branford Hall Career Institute wasn't the first school he contacted, he decided that he

would go there, "because they listened to what I wanted and were also able to get me started sooner than anyone else." The program was a good springboard for Frank to further his goals. Once out in the field, he was able to apply his knowledge, dedication and ability. That's when Omega recognized his skills and hired him. Frank says that his education paid off. "It has rewarded (me) with an increase in salary of approximately 45% over what I was making at Stop & Shop!" Along the way he realized that although money was the initial motivator, he gained other benefits, discipline being among them. Through working hard and keeping his eye on his future career, Frank has rewarded himself with, "a career that allow(s) me to keep the door open and go further depending on my own motivation."

### **Kristin Wiltsie**



*"I will always be  
grateful to the  
staff at Branford  
Hall"*

Life certainly is brighter for Kristin Wiltsie these days. Kristin is a graduate of the Medical Assistant program at the Windsor Campus, and is working as a medical assistant at East Hartford Community Health in East Hartford, CT. "I was trying to maintain a household and raise my two sons by myself and it was a real struggle. I was stressed all the time and my future didn't look very bright." Kristin was not ready to surrender to a life of constant struggling. She recalls wanting a better quality of life for herself and her children. "I knew I had to do something so I called Branford Hall and arranged to meet with an admissions counselor. That turned out to be one of the best decisions I ever made." Kristin knew school would not be easy because she had to juggle work, family, and everything else by herself.

"There were days that I didn't think I could continue because of car problems and child care issues, but everyone was so incredibly supportive, I was able to complete my program on schedule. I will always remain grateful to the staff at Branford Hall. They are a very special group of people." Kristin served her externship at an internal medicine and pediatric practice and it proved to be a very valuable experience. Though they offered her a permanent position, she decided to accept her present position at a family practice that services uninsured, lower-income families. Kristin really enjoys her work, "because it is rewarding to help out families that would otherwise go without the medical help they need." Congratulations and hats off to Kristin on her new found success. She deserves it!

# CAMPUS

## **Branford Hall Southington, CT**



• On June 12th, the Medical Assistant students held an in-house health fair. Vendors included the New Britain YMCA, American Lung Association, American Heart Association, Red Cross, American Cancer Society, Moore Medical, Pfizer, the CT State Police, and others.

## **Branford Hall Windsor, CT**



• Students and staff members will be pleased to know that plans are underway to expand the student

parking area.

- The Computer and Networking Technology program now includes preparation for the MCP (Microsoft Certified Professional) certification in addition to the A+ and Net+ certifications.
- The Health Claims Specialist program now includes preparation for the Certified Professional Coders certification examination.

## **Branford Hall Branford, CT**



- Congratulations to Jodi Morin, who was promoted from Career Services Regional Manager to Campus Director in Branford, and to Gina Vanacore, the new Director of Admissions.
- Great job to all the Medical Assistant students who aced their National Phlebotomy exam!
- Congratulations to all the Computer and Networking stu-

dents who passed their A+ certification examinations.

- Twelve major employers attended the Branford Hall Advisory Board meeting (including Yale, Bayer, MicroPatent, and others.)
- Branford Hall hosted the Chamber of Commerce's "Business After Hours" gathering on June 19th.
- Branford Hall paralegal students attended a taping of The Judge Hatchett Show in New York City on June 27th. The trip was supervised by Branford Hall staff member attorney Ralph Livieri.

## **Branford Hall Springfield, MA**



- The Springfield campus would like to welcome the following additions to their teaching staff: Madeline Cotto, Takeena Godfrey, and Tammy Martin.
- Dawn Holmes, Springfield

Campus' Medical Assisting Lab Assistant, recently attended her BHCI graduation ceremony, successfully passed her RMA with 98% and passed all of her CMA exams in a matter of months.

- The Admissions Department welcomes Cindy Gamache as the new Director of Admissions, and Milissa Baldwin as a new admission representative.

## **Branford Hall Ronkonkoma, NY**



- The Ronkonkoma campus welcomes Meri L. Hartig as its new Director of Career Services. Already she is very busy ensuring that the department continues to place graduates and maintain the high placement rates for which it is noted.
- Augie Pereira has joined Ronkonkoma as the new Director of Admissions. We wish Augie well in his new position.

## **Financial firm uses Branford Hall interns**

Matt Miller of Henderson Global Investors in Hartford, Connecticut, is an administrator in the software/networking department. He has been managing the extern program for six years. He states he used externs from several area schools in the past, but finds Branford Hall Career Institute's students, "are the most dependable and knowledgeable. They have more of a professional edge to them." When two students were brought in for an externship, Matt told us, "I really saw a difference in those students. When they finished their externships we hired them. They are both still in the field and doing well." For the past two years, Matt has been using Branford Hall Career Institute students exclusively. "The client base has been so pleased with the externs, that they have taken them to lunch, purchased small tokens to show their appreciation, and otherwise indicated that they are well-pleased with the help they have received." Matt goes on to say that this is not always the case with other



*Matt Miller  
Henderson Global Investors*

schools. "I went to a school like Branford Hall and I understand the worries that you face everyday....if you really apply yourself at Branford Hall, you will be as ready as you can be to meet the challenges of this job." Matt Miller is now a Network Administrator/Desktop Support/Phone Administrator for Henderson Global Company and in closing says, "I started the same as you did."

## **Top Ten Fastest Growing Careers in the U.S.\***

Out of the hundreds of careers that are available to U.S. residents, the U.S. Department of Labor has identified the ten fastest growing careers for the period of 1998-2008.

The Career Services Department of Premier Education Group studies local and national employment trends so they can better identify the strongest employment opportunities.

It should be noted that out of the top ten, four are careers for which Premier Education Group has developed a specialized training program. A fifth PEG program, Medical Billing/Coding, is growing

very rapidly and has made its way onto many top ten lists.

The top ten growing careers are:

- Computer Engineers
- \*\* Computer Support Specialists
- Systems Analysts
- \*\* Database Administrators
- Desktop Publishing Specialists
- \*\* Paralegals and Legal Assistants
- Personal Care & Home Health Aides
- \*\* Medical Assistants
- Social and Human Service Assistants
- Physicians Assistants

(\* Training offered by PEG schools)

\* U.S. Bureau of Labor Statistics

## **Record Growth for Medical Billers/Coders**

Hospitals, insurance companies, doctors offices, and other health care organizations report a rapidly expanding need for Medical Billers and Coders. Here are some reasons why this growth is expected to continue at a record pace for the next several years:

- Insurance carriers spend \$19 billion annually processing claims.
- Reports show that the average healthcare provider has more than \$150,000 in outstanding accounts receivables at any given

time.

- Coding errors for surgical procedures eat up about \$6 billion annually in unnecessary costs.
- The Social Security Administration estimates some 2.2 million people will turn 65 in the year 2003.
- That number will rise to 4.2 million in the year 2027. In all, 74.9 million people will turn 65 during the next 25 year period, creating a future of opportunity for (health) claims billers and coders.

# NEWS

## Suburban Technical School Hempstead, NY



• The Hempstead school is in the final stage of expanding its campus in Nassau County. Construction has started and should be completed in September. The move will be a big boost, not only because of additional space, but it will also give the school an opportunity to add new programs to its offerings.

## Salter School Worcester, MA



• The Salter School Advisory Board recently held its annual meeting/luncheon at the school,

during which faculty members and employers met to review current academic programs. Professionals from the following companies are on the advisory board:

Umass Memorial, Worcester Medical Center, Fallon Clinic, Dr. LaBarre, Primerica Financial, Allmerica Financial, SierraCom, Accurate Staffing, Robert Half International, Tattan, Leonard & Murrey, Commerce Insurance, The Monroe Company, and Chadwick Medical Center.

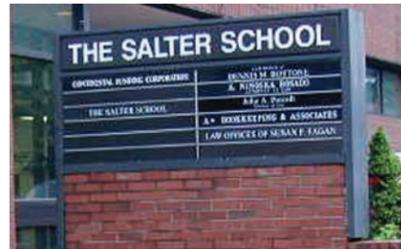
• The Computer Support Specialist Program has been recently added, which provides comprehensive training for desktop and network support to analyze, diagnose, troubleshoot and resolve hardware and software problems. Courses in operating systems, hardware, networking and customer service aid students in becoming A+ Certified, Network+ Certified, and MCP certified.

• Jamie Fusco was awarded Student of the Year this past May. Ceremonies were held at the State House in Boston.

## Salter School Lowell, MA

• Scheduled to open fall, 2002

## Salter School Malden, MA



• PEG's newest campus in Malden welcomes Steve Carter as Director, Tara Tormey as Director of Admissions, and Mike Rosenthal as Director of Continuing Education.

## Seacoast Career School Sanford, ME



• Seacoast Career School wishes to welcome Karen Duddy as a new Admissions Representative, and Izette Harrison as the new Allied Health Chairperson

• Students and staff members enjoyed the Student Appreciation Day, held June 19th on campus.

## PEG's Approach to Computer Training

There are so many schools offering computer training, that many people are confused by the wide range of training options.

PEG schools provide computer training that is specifically designed for people who are not presently employed in the computer field but want to make an entry into the field.

According to Mitchel Soriano, director of the Windsor campus, "People wanting to enter the computer field frequently make the mistake of obtaining skills in too narrow of an area. We believe it is important to obtain a wide range of skills because the employment market shifts so frequently. We provide students with a solid foundation of software and hardware knowledge and then include specific training in multiple areas of specialization, including A+ Certification, web page design, MCP Certification, database management and networking. All of our programs are developed to reflect the needs in the employment markets, so that our students can make an easier transition into the workplace."

## Poetry Corner

*Branford Hall was here  
For us, to help our  
Dreams come true.  
They opened up their  
Clear glass doors  
So we can  
Make it through.*

*The instructors for each  
Program teach a class  
To help us do,  
The thing we need  
To surface in the  
Field that we will  
Choose.*

*How can we ever  
Thank them  
For the stress they helped  
Consume,  
I know I'm very grateful  
For the things  
I've learned to do.  
Impossible I thought,  
But accomplished  
After that  
I'm sure we all  
Have thought with fear,  
But  
Never turned our backs.  
It's hard to look  
The other way and wonder  
"What if I,"  
That's why  
We must continue school  
And  
Graduate at last.*

*Marisol Lopez 5/2002  
Medical Assistant, Windsor*

Students may submit entries for the Poetry Corner to R. Kleindienst, newsletter editor at Branford Hall-Windsor campus

## Medical Students take Certification Exam

Recent graduates of the Medical Assistant program at The Salter School, Worcester, took their Certification for the American Association of Medical Assistants. The average national standard score for first time takers was 461, with 55% passing. At the Salter School, the average score for first time takers was 549, with 100% of the students passing. We are very proud to have the distinction of 100% of our January grads passing. For educational purposes only, our rank for the total exam was excellent. Seventy-five percent of the certification candidates were associated with one year programs and twenty-five percent were associated with two-year programs. A total of 2,324 students took the certification exam across the country.

## Paralegal Facts

Did you know:

- The paralegal profession is actually a very young profession which has only existed for about 30 years. The role of paralegals continues to grow.
- Although the majority of paralegals work in law firms, paralegals are also being hired in growing numbers by legal departments of large corporations and by local, state and federal government.
- Just as attorneys frequently specialize in a specific branch of law (i.e. criminal lawyer, divorce lawyer, etc.), paralegals can also develop areas of specialization.
- There are over 200,000 paralegals working in the U.S., and the number is expected to grow by an additional 60,000 by the year 2008.

## "Reach for the Stars" Seminars

Many of the PEG campuses regularly host "Reach for the Stars" seminars for registered students, their guests, and anyone interested in learning more about career opportunities.

Those attending will have an opportunity to meet recent graduates of the various programs, meet staff members, and learn more about the latest developments in job markets. Seminars are held in the evening and refreshments are served.

Following are seminar schedules:

Branford Campus	7/21, 8/19
Southington Campus	7/29
Springfield Campus	8/12
Windsor Campus	8/12
Sanford Campus	8/21

Check with your local campus for details and upcoming seminar dates.



# Road to Success

Good Luck  
Recent PEG Grads

## Branford Hall Career Institute Branford, CT

- **Linda Bennis**  
Medical Biller at Primary Care Physicians
- **Suzanne Bergen**  
Service Clerk at Old Saybrook
- **Mary Brassil**  
Medical Transcriptionist at Yale University School of Medicine
- **Jason Robert**  
Instructor at Softlanding Development
- **Christine Romanoski**  
Medical Assistant at Village Medical Associates
- **Tashasua Torres**  
Computer Support at Schooner Sound Learning
- **Sonnitta Wells**  
Medical Assistant at Yale Dana Clinic
- **Nakia Worthy**  
Administrative Assistant at City Line Distributors

## Branford Hall Career Institute Southington, CT

- **Rosario Borquez**  
Secretary at Atty. Kocian
- **Gloria Byrd**  
Billing Coordinator at Dr. Sun
- **James Clarke**  
Computer Technician at Condor Pacific
- **Anna Davison**  
Receptionist at Family Practice Associates
- **David Hurd**  
Computer Technician at Sysco Food Services of Connecticut
- **Kristy Michaud**  
Paralegal at Meccariello & Bornstein
- **Candida Morales**  
Billing Coordinator at Coram Healthcare
- **Iwona Rutkowski**  
Receptionist at Connecticut Eye Center

## Branford Hall Career Institute Windsor, CT

- **Leigh Akerlind**  
Health Claims Processor at Hebrew Health Care

- **Christine Blackman**  
Medical Assistant at Healthwise Medical Center
- **Tobi Carraway**  
Health Claims Processor at Benefits Processing
- **Christion Cooper**  
Paralegal at Patrick Lyle & Associates
- **Kaylin Dyke**  
Medical Assistant at Enfield OB/GYN
- **Karen Lavigne**  
Health Claims Processor at Manchester Manor
- **Donna Pare**  
Paralegal at McEleney & McGrail
- **Catherine Sampson**  
Health Claims Processor at Hartford Hospital
- **Tasha Simms**  
Paralegal at The Woodard Law Firm
- **Galen Strickland**  
Software Network & Administration at Aetna

## Branford Hall Career Institute Springfield, MA

- **Sara Aguirre**  
Medical Assistant at Holyoke Health Center
- **Brenda Bacon**  
Medical Biller at Chicopee Eye Care
- **Jenny Colby**  
Medical Assistant at Family Care Medical Center
- **Angelique Dehoyos**  
Medical Assistant at Springfield Southwest Community Health
- **Kathleen Desmarreau**  
Medical Biller at Springfield Medical Associates
- **Donna Hebert**  
Medical Receptionist at Enfield Medical Associates
- **Tina Kukla**  
Phlebotomist at Wing Memorial Hospital
- **Jennifer Nadeau**  
Medical Assistant for Dr. Rita Luthra
- **Angela Negron**  
Medical Records Clerk at Bay State Hospital
- **Shermet Reid**  
Medical Receptionist at Alliance Imaging
- **Rebecca Reniewicz**  
Medical Biller at Burke Medical Equipment

- **Brenda Rodriguez**  
Medical Assistant at Springfield Medical Associates
- **Minerva Solivan**  
Medical Biller at Victorious Medical Services
- **Michelle Torres**  
Medical Assistant at Springfield Medical Associates

## Branford Hall Career Institute Ronkonkoma, NY

- **Margarite Arendes**  
Word Processor for TDC
- **Maria M. Cruz**  
Receptionist for Leo, Leo & Levi, Esq.
- **Danielle Hulse**  
Ophthalmic Technician at LI Eye Surgery
- **Joseph Kennedy**  
Field Technician for Tally Systems
- **Mary Kinkel**  
Medical Biller at Medical Data Resources
- **Tammy Liana**  
Receptionist for Frank Parasma, MD
- **Keri Michie**  
Technician for Quest Diagnostics
- **Ileana Rodriguez**  
Medical Assistant for Medical Pain
- **Regina Scampinato**  
Medical Assistant for Suffolk OB/GYN Management

## The Salter School Worcester, MA

- **Debra Antonio**  
Medical Assistant at Fallon Clinic
- **Mary Binder**  
Medical Assistant at Chadwick Medical
- **Elizabeth Lussier**  
Assistant at Deb's Chiropractic
- **Lisa Mahoney**  
Office Manager at Karcraft
- **Morgan Mensah**  
Electronic Technician at Intel
- **Jennifer Perry**  
Medical Assistant for Dr. Roseanne LaBarre
- **Daniel Tawiah**  
Production Operator at AstraZeneca
- **Frank Tutu**  
Repair Technician at Karl Storz Endoscopy
- **Pat Wise**  
Medical Assistant at Grove Medical

## Seacoast Career School Sanford, ME

- **Patricia Anderson**  
Secretary at the Portsmouth Shipyard
- **Claire Buck**  
Medical Records at Mercy Hospital
- **Jane Gerrish**  
Accounts Payable at Mapes Oil Co.
- **Cindy Higham**  
Front Desk Receptionist for Dr. Gwendolyn O'Guin
- **Michelle Howes**  
Medical Assistant at Kennebunk Foot and Ankle
- **Pamela O'Brien**  
Administrative Assistant at York County Childcare Services
- **Kim Pearson**  
Secretary at Portsmouth Shipyard
- **Angela Pelletier**  
Administrative Assistant at Sanford Sewer Dist.
- **Patricia Piper**  
AR/AP Clerk at Portland Plastic Pipe

## Suburban Technical School Hempstead, NY

- **Dania Baptiste**  
Medical Receptionist for Dr. Larry Miller
- **Tameka Hover**  
Medical Receptionist for Industrial Medical Associates
- **Joan Johnson**  
Medical Receptionist for Advanced Dermatology
- **Shirley Johnson**  
Medical Assistant for Dr. Leeman
- **Joann Mangicavallo**  
Medical Assistant for Dr. Meltzer
- **Lynette Naddan**  
Medical Receptionist for Dr. Oviasu
- **Yoshada Quiles**  
Medical Assistant for Dr. Sharyn Sokol
- **Fidelina Rivera**  
Medical Assistant for Dr. Firstenberg
- **Lindy Wlaker**  
Medical Assistant for Long Island OBGYN
- **Tiana Williams**  
Medical Receptionist at Mid Island Physical Medicine

# Congratulations!

The following Branford Hall students recently passed their  
A+ Certification examinations

### Branford

David Anderson  
Jennifer Barone  
Jose Berrios  
Michael Bruneau  
Mario Cardone  
Charles Carlson

Scot Colley  
Tracy Davis  
Robert Demartino

### Southington

John Amorando  
James Butler  
Michael Chance

Jose Garcia  
Brian Hinton  
Buck Johnson  
Bruce Nadeau  
Maria Putnam  
Richard Roberge  
Jeremiah Stewart  
Windsor  
Fabian Anderson  
Stevie Gholstein

David Jenkins  
William Keyes  
Steve Kinoyan  
Matthew Lang  
Jessica Papamarkakis  
Jeff Rivenburg  
Indu Sadaria  
William Steinka  
Daniel Vallario

### Branford Hall Career Institute

Branford, CT  
(203) 488-2525

Southington, CT  
(860) 276-0600

Windsor, CT  
(860) 683-4900

Springfield, MA  
(413) 781-2276

Ronkonkoma, NY  
(631) 471-9100

### Salter School

Worcester, MA  
(508) 853-1074

Malden, MA  
(781) 324-5454

### Suburban Technical School

Hempstead, NY  
(516) 481-6660

### Seacoast Career School

Sanford, ME  
(207) 490-0509



PREMIER EDUCATION GROUP  
**Training That Works!**