



The Babb Group provides solutions to meet Gainful Employment requirements

What is Gainful Employment?

Institutions that wish to offer federal financial student aid must meet gainful employment requirements.¹ Gainful Employment regulations state that graduates of an institution must have loan payments that are less than 8% of their total income or less than 20% of their discretionary income for the institution to be in good standing². Gainful Employment requires institutions to disclose on their websites and promotional materials information on costs and outcomes of programs, including job placement rates for graduates³. Short-term undergraduate programs (300-600 clock hours) must meet the federal benchmark of verifiable job placement rates of at least 70 percent⁴. All other programs, while currently not held to a stated benchmark, are encouraged to exceed 70 percent verifiable job placement for undergraduate students.

The Babb Group provides effective Career Services solutions to help institutions comply with Gainful Employment regulations

- 24 x 7 access to specialists working in each field
- Assigned career coaches to assist in resume development, interview preparation, and more
- Resume templates customized for each program available to students
- Automated scheduling and reminders of scheduled appointment times
- Integration of social media and institutional web sites to allow for convenient scheduling
- Moderated social media sites to allow current students and alum to engage in dialogue with their peers and career coaches
- Flexibility to accommodate a student's needs and schedule
- Customized reporting, allowing universities to track services provided to students
- Multimedia support for nearly any communication platform

The concern with the traditional Career Services model

The challenges that the traditional Career Services model faces include staff unfamiliarity with all career areas, budget constraints and student underutilization of the services⁵. As governmental regulations become more stringent, additional emphasis is being placed on creating successful career services solutions to help institutions meet requirements.

The Babb Group, Inc. Solution

The Babb Group (TBG) provides 24 x 7 on-demand Career Services solutions, scheduled appointments, customized reporting, social media options and multimedia support. All TBG specialists have real-world experience in a field relevant to a student's course of study. They are flexible, educated, experienced, and adaptable to student needs in order to help each student successfully secure gainful employment in a field relevant to his/her degree. TBG can augment existing university services or can create and manage an entire solution for today's students.

To learn more please contact

Ashley McCollum | Senior Director of Academic Partnerships

P: (866) 500-9101 | C: 941-266-2059

E: ashley.mccollum@thebabbgroup.com



¹ Fact Sheet: Obama Administration Increases Accountability for Low-Performing For-Profit Institutions. (July 1, 2015). Retrieved from <http://www.ed.gov/news/press-releases/fact-sheet-obama-administration-increases-accountability-low-performing-profit-institutions>

² Gainful Employment Operations Manual; Disclosures Required by Institutions. (June 15, 2015). Retrieved from <https://www.ifap.ed.gov/presentations/attachments/2015GEWebinarJan13Jan15.pdf>

³ Gainful Employment Reporting to NSLDS Webinar. (January, 2015). Retrieved from <http://ifap.ed.gov/GainfulEmploymentOperationsManual/attachments/03DisclosuresRequiredByInstitutions2015.pdf>

⁴ Program Eligibility. (2009-2010). Retrieved from <https://ifap.ed.gov/fsahandbook/attachments/0910FSAHbkVol2Ch2Program.pdf>

⁵ Grasgreen, Allie. Career Services Must Die. (May 15, 2013). Retrieved from <https://www.insidehighered.com/news/2013/05/15/career-services-it-now-exists-must-die-new-report-argues>