Are You Ready to Register?

Believe it or not, it’s already time for continuing students to register for the Spring 2017 Semester. The Student Services team will be stationed in the student lounge from Monday, March 13, to Thursday, March 16. Official registration hours will be from 8:30 am to 6 pm on all four days.

In order to register for classes for the May term, students must complete their 2016 taxes and then complete their Free Application for Federal Student Aid, or FAFSA. Please see Financial Aid if you have any questions or need any help with the FAFSA. Unless students are paying for their tuition with cash, the FAFSA is not optional, so make sure you get those taxes done and the application finished!

“We really encourage students to register early before classes fill up,” said Academic Advisor Paul Applebee. There’s another distinct advantage to registering early: only those students who register during the week of March 13 will receive a free Bryant & Stratton T-shirt.

Students need to make sure they’ve been cleared by Financial Aid before proceeding. After that, they can just stop by the student lounge, where they will be helped on a first-come, first-served basis. No appointment is necessary, and any advisor will be able to assist students in all academic programs.

Regina Drumm Comes Full Circle

Anyone who has studied business at Syracuse North over the last several years has undoubtedly encountered Regina Drumm. If you didn’t have her in class, you might have recognized her as the advisor of the business club or even from the book cover of one of her novels. Before working at Bryant & Stratton, she spent 20 years in the corporate world and eventually earned an MBA.

“I love teaching, but I missed using my business skills on a regular basis,” Regina explains. So when the opportunity to move to a position that did use her business skills arose, she decided to go for it. As luck would have it, there was an opening for a financial aid manager right here at Syracuse North. Regina applied, and in January she began her new role.

“I had no idea of the things that go on behind the scenes in Financial Aid,” she says. “I’m learning something new every day.”

She points out that since there’s no specific degree for financial aid,

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A New Role for Regina Drumm

the field tends to draw business and accounting majors: “It’s one of those jobs where it’s on the job training.” Although financial aid might not seem obviously related to Regina’s former specialty of marketing, she had plenty of experience with essential skills like tracking and generating reports.

“I feel like I have the best of both worlds,” she says. “I absolutely love it.”

Regina still teaches two classes and is able to nourish both her business and academic sides. She also continues to advise the business club, although she will pass the torch to Palma Savinelli, a business instructor for both of the Syracuse area campuses, next semester.

Her new position is allowing her to see how the various departments interact, and build upon the relationships she’d already established with colleagues across the campus. In particular, she is now working closely with Wanda Maxwell and Chrystal Adkins, “who really do everything they can” to assist students in getting and keeping their financial aid.

According to Regina, students should also be aware that their grades and their record of attendance can affect their financial aid packages. “If students can’t adhere to rules, aid is in jeopardy,” Regina says.

In addition to teaching and mastering a new job, Regina is moving forward with her literary pursuits and is in the “polishing and editing stage” of her fifth novel.

There is no doubt that Regina is busy these days, but she’s actually found that “this position has helped to enhance my writing.” After spending the work day focused on reports, numbers, and financials, she has “lots of creativity left” for fiction writing.

In fact, there’s no downside to Regina’s new role, given that she is able to use “a lot of different business skills” without leaving behind the teaching and writing she loves.

“I just feel so renewed,” Regina says. “It’s all good.”

Regina Drumm, who recently became Syracuse North’s Financial Aid Manager, at work in her new office.
Lobby Day emphasizes importance of TAP funding

Sue Cumoletti, Director of Syracuse Campuses, and Mike Sattler, Downtown Campus Director, recently traveled to Albany for the Association of Propriety Colleges (APC) Lobby Day. They were accompanied by Brenda Geller, a health services administration student at Syracuse North, and Alyssa Lince, a business major at the James Street campus.

The purpose of the visit was to meet with a number of elected representatives to discuss the importance of the New York State Tuition Assistance Program, or TAP. Many of our students rely on TAP to allow them to affordably attend school.

Another benefit is that, since TAP is a grant rather than a loan, it does not need to be paid back. Events such as APC Lobby Day are crucial because, when contemplating their position on an issue, legislators want to hear from as many interested parties as possible in order to understand how their support or opposition will affect their constituents. In other words, our elected representatives are more likely to continue to support TAP if they’ve met some of the students who benefit from it.

During TAP Lobby Day, representatives of both Syracuse area campuses met to discuss the importance of the New York State Tuition Assistance program. Above, from left, are Michael Sattler, Downtown Campus Director, Assemblyman Al Stirpe, students Alyssa Lince and Brenda Geller, and Sue Cumoletti, Director of Syracuse Campuses. In the photo below, the group meets with Senator David Valesky (center).
Career Services Corner: How to Negotiate a Salary

Negotiating salary during the interview process can be very challenging. One tactic to help you in this process is to network with business professionals (and staffing agencies) on what typical salaries pay for someone in your field and experience. Also, visit websites such as indeed.com, Syracuse.com, and salary.com to uncover salaries in your field and geographic area.

Create a budget chart on how much you need to live on and include your income and expenses. See Career Services if you would like an example.

Never tell an employer, “I need $X.” Always focus on your skills and what you can offer the company to help them succeed.

Keep in mind that the first figure in which an employer communicates may likely be their lowest figure. When asked about your salary requirements at the interview (or if they ask you to include in your cover letter), provide a range (i.e. $13-$15 an hour) so you have room to negotiate. Generally, salaries in the Syracuse market with an associate’s degree are in the mid to upper 20’s per year and a bachelor’s in Health Services Administration or General Management are in the upper 20’s/low 30’s depending on experience.

If you don’t get the amount you are seeking, see if you can negotiate a 90-day or 6 month review. Ask the employer if you would be able to receive an increase if certain goals are met in that timeframe.

Finally, always keep in mind other parts of the compensation package (401K, medical, dental, paid parking, tuition reimbursement, etc.).

Please see Chris or Kristine in Career Services with any questions!

A sign of spring: this photograph of a sunflower was taken by instructor John S. Adams.
Attend a Tech Conference in Ithaca

Ed Tech Day is a one day technology conference featuring vendors (software and hardware), information on what’s new and coming in technology, free workshops, and networking opportunities.

Carpools will be arranged. Please sign up on the Technology Office Door (even if tentative) so we know how many people need rides.

The group will leave the Liverpool campus at 8:20 am, proceed to the downtown campus, and then leave for Ithaca at 9 am.

The Ithaca Campus Ed Tech Conference will conclude at 2 pm. Students may expect to return to the downtown campus at 3 pm and then to Liverpool at 3:30 pm.

See your academic counselor to make sure you are eligible to be excused from classes that day. For more information stop by the Technology Office or contact your Networking Technology instructor.

Tech Club hosts Police Drone Expert

Brett Forkhamer, with the Syracuse Police Department, will be speaking about the Syracuse Police Department’s upcoming Drone Program on Wednesday, March 8 in room 205/207 from 12-1pm at the Syracuse Downtown Campus.

“We thought it would be an interesting lecture for Networking Technology students as well as Criminal Justice students,” said Brandon Irving, Tech Club member.

With the approval of the CNY Drone Corridor, companies specializing in this kind of technology are predicted to be coming to Syracuse and the surrounding area. This would be an industry to watch for new and existing jobs.

Upcoming Events
March 8
Online Session II begins
March 13-16
Continuing Registration
March 21
Red Cross Blood Drive
March 23
ABG Induction Ceremony
April 14
Graduation Breakfast
April 22
Graduation Ceremony

A & P Resource Available

1. Log in to https://mybsc.bryantstratton.edu
2. Click on Virtual Library
3. Click on Visible Body A & P under Quick Links
4. Click on Anatomy & Physiology button and choose Launch WebGL or Launch Web Player (Web Player option may prompt installation of Unity Web Player)