

Redacted by HELP

From: Redacted by HELP
Sent: Thursday, April 01, 2010 9:45 AM
To: Kelly Jensen
Subject: RE: Pizza Receipt

That is great! I'm glad the event was so successful for you! I will be here until 4pm so I look forward to putting a face to the name.

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Marketing Event Planner

Grand Canyon University | 3300 W. Camelback Rd. | Phoenix, AZ 85017
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From: Redacted by HELP
Sent: Thursday, April 01, 2010 9:44 AM
To: Redacted by HELP
Subject: Pizza Receipt
Importance: High

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We were a big hit...I consolidated our position with the Army National Guard at this event...you probably didn't know that I am working on a COHORT with them, and we should finalize it shortly. I also made many contacts with the wounded warrior unit that I had not been able to make in the past (the post has a non-solicitation policy), and I will be invited onto Ft Lewis to speak with the whole unit because of this event. I also gained 5 solid leads that will turn into applications this next week. Here is the receipt. I will try to drop off the original this afternoon.

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US Army Retired
University Development Representative, Military Division
Grand Canyon University
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Apply with GCU at: <https://apply.gcu.edu/Login.aspx?molid=B258>

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From: Grand Canyon University [NOREPLY@gcu.edu]
Sent: Thursday, April 01, 2010 10:15 AM
To: Marketing
Subject: EVENT RECAP

Importance: High

Event Name: WA National Guard Wounded Warrior Presentation
Event Code: WA34.0310
Event Date: 2010-03-31
Event Location: CAMP MURRAY, WA 98430
Outside EC: Redacted by HELP
Inside EC: Redacted by HELP

Event Results

Total leads generated for this event: 5
Num. of apps received prior to this event: 0
Num. of Actual event attendees: 40
Num. of apps received at the event: 0
Num. of application packets used: 0
Num. of flyers used: 0
Num. of tri-folds used: 40
Num. of lead cards used: 10

Enrollment Counselor Expenses

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From: University Enrollment Rep
Sent: Monday, April 12, 2010 4:48 PM
To: Dino Meyer
Subject: RE: On Our Way! Manager and Director - Training and Military Trends Series
Attachments: SAMPLE AGENDA.docx

Dino,

Per your request. Please see attached.

I have also included some the information below:

GCU MILITARY EXECUTIVE STAFF TRAINING TOPICS:

Suggested Topics for Military Trends and Insights:

- 1) Military Education Overview: 5 Branches Overview and focus on education while active duty:
 - a) Philosophy on outside "civilian" education according to each branch
 - b) Use of ACES & CCAF to credential military service credits
 - c) Inclusion of SOC, SOCAD, SOCNAV, SOCMAR & CCAF as "governing" bodies
 - d) Non-government based Military Education organizations – e.g. CCME
- 2) Top Tier competitors in Military Education Industry: Oldest, most respected, largest military student body
 - a) Competitive advantages
 - b) Tactics and Strategies to work with military student
 - c) Cost comparison – tuition, fees, overall degree cost
- 3) Servicing the Overseas Military Student: OCONUS students in Alaska & HI vs. established overseas military installations (Germany, Japan, Korea) vs. Combat Deployed (Iraq, Afghanistan) students vs. Fleet Deployed students vs. TDY/TAD students:
 - a) Qualifying the market total numbers vs. qualified students
 - b) Tactics and Strategies
 - c) Difference in options vs. US based military students
- 4) Maximizing Military Experience Towards College Credit:
 - a) Tactics and Strategies used
 - b) GCU Degree Completion programs
 - c) Redacted by HELP Committee
 - d) Articulation agreements with specific commands / training experience – Redacted by HELP Committee
Redacted by HELP Committee
 - e) Post Military transition programs – Troops to Teachers, Green to Gold, OCS Wounded Warrior

Suggested Topics List for Training Best Known Methods/Practices Topics:

- 1) What does the average military student look like? Demographic profile – age, time in service, rank, previous college education, etc.
 - a) How to guesstimate transfer college credit, benefits, time to completion etc. from the interview
- 2) Military Methods of Payment:
 - a) Processing the military MOP front and back
 - b) Payment Cycle time to GCU
 - c) Ease of use invoicing, grade, payment, support
- 3) Scaling Up to serve a larger Military Market:

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From: Assistant Director of Finance
Sent: Wednesday, June 02, 2010 2:38 PM
To: Redacted by Meyer, Dino B
Cc: Assistant Director of Operations
Subject: Re: Voc rehab - Redacted by

Thanks Red . I appreciate the feedback. Dino and I are currently mapping out a plan for his concerns.

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Assistant Director of Finance
Military Division
Grand Canyon University
Redacted by HELP

From: University Enrollment Rep
To: Redacted by Meyer, Dino B
Cc: Assistant Director of Operations
Sent: Wed Jun 02 14:36:09 2010
Subject: FW: Voc rehab - Redacted by HELP

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I received this email from Redacted by The way I see it we have 2 options:

1. Knowledge Transfer all of Redacted by information/expertise and processes to something we can train all FC's on (risk is in the interface with Voc Rehab Counselors)
2. Move Red to be one of the "Military Education Specialists" – MEDS positions and then hire another FC to take his place on his SuperTeam

Relative to the increasing amount of Voc Rehab students. I would say there has been an increase and there will continue to be an increase of VOC Rehab students especially with the programs that we offer, the combat veterans coming home, Wounded Warrior programs that we align with etc.

Just my thoughts.

Thanks.

University Enrollment Rep

Veteran USAF
Project Manager Military Division
Grand Canyon University
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From: University Development Representative
Sent: Wednesday, June 23, 2010 3:17 PM
To: Military Operations Director
Subject: Fw: Wounded Warriors from the Balboa Naval Hospital, San Diego

Hi Military Operations Director

I have been working with the Hospital at Balboa in San Diego. I will be visiting with the Service Rep for the Wounded Warrior program. I am going to be attending the Warrior Transition briefings to discuss our degree programs.

Trina has a few questions. I can answer some; however, I need clarification on if we participate in the Yellow Ribbon program? From our past conversations...no. However, our scholarship program is very similar.

I now have established office hours at the hospital. It looks very promising for us to be there on a bi-weekly basis. I will also be sending her brochures, etc. I will be able to meet students at the hospital on a continuous basis (that's great). If I need anything, or if more questions arise, I will call you.

Very Respectfully,
_ University Development Representative

----- Original Message -----
From: Redacted by HELP
To: University Development Representative
Sent: Wed Jun 23 14:57:10 2010
Subject: Wounded Warriors from the Balboa Naval Hospital, San Diego

Good Afternoon, Mr. Redacted by :

I really enjoyed meeting you during the Education Fair on Tuesday, June 8th at the Balboa Medical Center in San Diego. I was very pleased to have a chance to discuss the Education Opportunities available for the Army Wounded Warriors and their Family Members. It was also my pleasure to learn more about your Education Programs. I am especially excited about the possibility of the partnership opportunities and close working relationships between the Grand Canyon University and the Army Wounded Warriors in San Diego.

A Warrior in Transition is a medical hold-over, active-duty medical extension, medical hold, and any other active-duty Soldier who requires a Medical Evaluation Board or has complex medical needs requiring six months or more of treatment or rehabilitation. A Soldier's mission while assigned to a Warrior Transition Unit (WTU) is to heal. Soldiers assigned to a WTU may have work assignments in the unit or take College Classes, but such work/assignments may not take precedence over the Soldier's therapy and treatment.

Please take a few minutes to answer the following questions below:

1. Is your University participating in the Yellow Ribbon Program?
Please, provide the VA POC for your School.
2. Do you have any Scholarships available for the Wounded Warriors Spouses? If YES, please provide the details.
3. Are you participating in the GoArmyEd? Are you LOI or NON-LOI School?
4. Please, provide a link to your University Website.