

**From:** Kevin Corser  
**Sent:** Monday, July 13, 2009 1:32 PM (GMT)  
**To:** James Blackburn, [Redacted], [Fin. Employee]  
**Subject:** RE: Defaulter Analysis

---

Do you have one on one's with Lionel? If so, I would bring it up with him.

-----Original Message-----

**From:** James Blackburn  
**Sent:** Monday, July 13, 2009 9:15 AM  
**To:** Kevin Corser, [Fin. Employee]  
**Subject:** RE: Defaulter Analysis

Kevin,

I heard from [Compliance E'ee], Career Services does not collect salary information because they would have to report the information. For our programs to be viable long term, we need to ensure our salaries are increasing year over year. Also, we need to ensure that starting salaries of our graduates are, on average, greater than their entry salaries when they start school.

Without this knowledge on salaries, we cannot judge the quality of the programs or placements. More over, we cannot ensure students are able to repay their loan payments.

How do you want to handle this communication?

James

---

**From:** Kevin Corser  
**Sent:** Monday, July 13, 2009 9:09 AM  
**To:** [Fin. Employee] James Blackburn  
**Subject:** RE: Defaulter Analysis

[Fin. Employee] the drops piece is already included in the analysis that [Fin. E'ee] is working on with you on but please check on the credits completed, % not placed in jobs and if there are by program stats.

-----Original Message-----

**From:** [Fin. E'ee]  
**Sent:** Sunday, July 12, 2009 5:41 PM  
**To:** James Blackburn  
**Cc:** Kevin Corser  
**Subject:** Re: Defaulter Analysis

Hey James,

We have just begun to put this type of data together.

[Fin. E'ee]

----- Original Message -----

**From:** James Blackburn  
**To:** [Fin. E'ee]

Confidential

KHE 265925

Cc: Kevin Corser  
Sent: Sun Jul 12 17:37:58 2009  
Subject: Defaulter Analysis

**Fin. E'ee**

I am sitting through a default analysis session and it sparked a few questions. Do we have any demographic and school related analysis of our defaulters? Some of my questions are below.

What percentage dropped? How many credits were completed?

What percentage were not placed in jobs?

What programs were predominate in our defaults?

James Blackburn  
Vice President of Financial Aid  
Kaplan Higher Education  
Office **Redacted**  
Cell

Confidential

KHE 265926