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Member Matters

October 2018

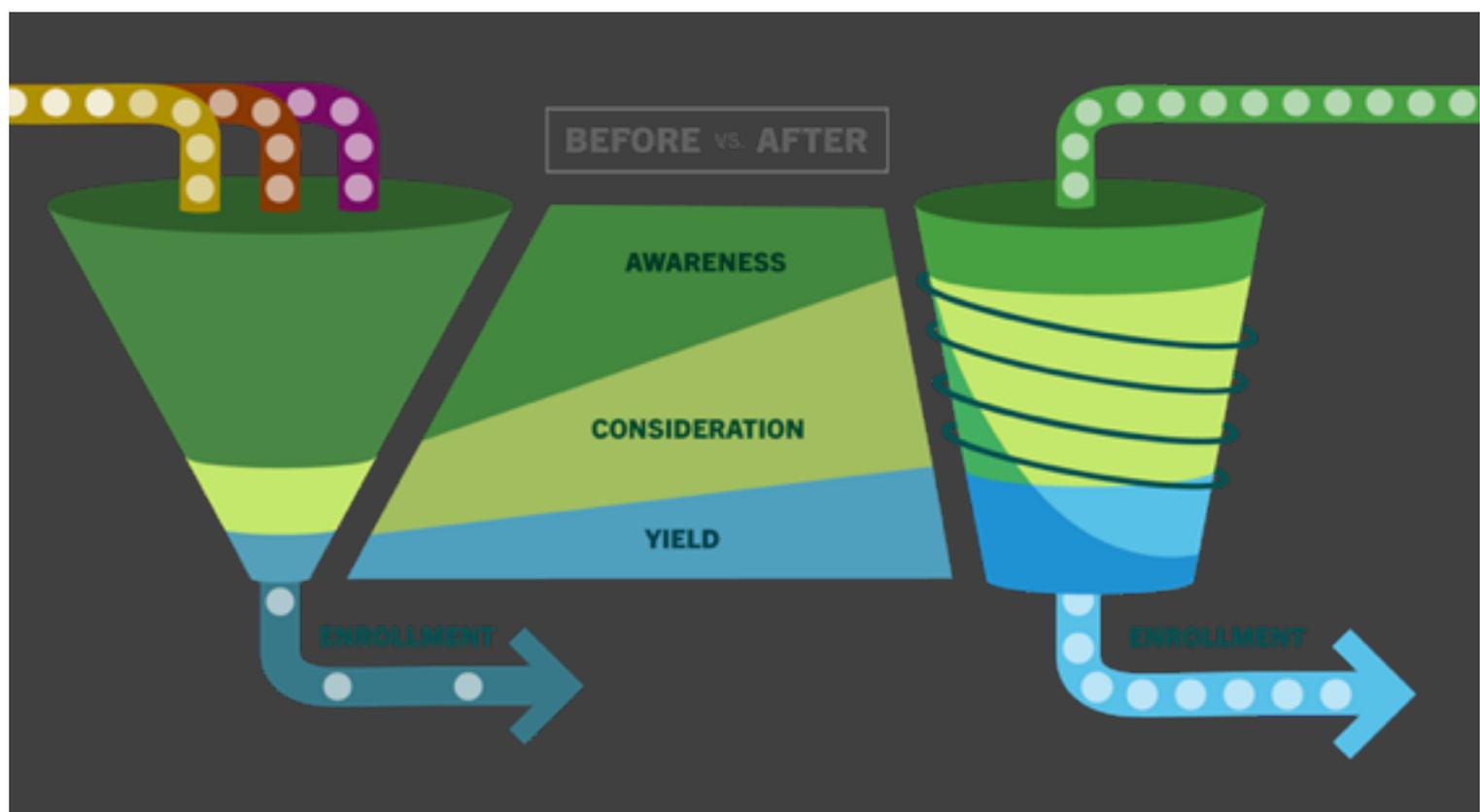




Five Reasons Why Succession Planning Matters For Higher Education

By [Cornerstone OnDemand](#)

The unexpected loss of key talent or the failure to fill critical roles in a timely manner can quickly derail any institution's goals. Combine such situations with a growing skills shortage, aging workforce, and growing competition for high performers, and it becomes obvious why institutions must invest more time and more resources in succession management. [Click here](#) to read about five strategies for making succession planning a success for higher education.



Reinventing the Enrollment Funnel

By [Collegis Education](#)

Traditional college marketing has depended on search lists, and those lists were meant to drive top-of-funnel awareness. For decades, higher ed had little competition. The size of the prospective higher ed student pool outnumbered college enrollment goals, and the burden of matching a college to a student was mostly on the student.

But the number of high school graduates has been decreasing, while the number of schools has increased. After all, most colleges now have to compete with any college that offers similar online programming. And the impact? The traditional, top-of-funnel approach is no longer delivering. [Click here](#) to read about reinventing the enrollment funnel.



AICUO Microsoft EES Agreement

By [Scholarbuys](#)

AICUO is proud to announce our partnership with Microsoft and ScholarBuys, establishing a group purchasing program exclusive to our members for Microsoft's Enrollment for Education Solutions (EES) Volume License Program. The AICUO sponsored EES Agreement enables our members, regardless of size, to enroll into an agreement designed for large institutions at a cost unobtainable if negotiated on a per school basis. The AICUO Microsoft EES Agreement will serve as the foundation for a closer and more strategic partnership with Microsoft.

The AICUO Microsoft EES Agreement will be coordinated and managed by ScholarBuys. ScholarBuys is recognized as a premier education consortium-focused vendor by Microsoft because of their service orientated approach to managing group agreements. ScholarBuys' goal is to improve our schools' overall experience, and realize the full value of their investment with Microsoft. To learn more about the AICUO Agreement contact Darren Shahinian at darren.shahinian@scholarbuys.com.



Active Shooter Awareness and Preparedness (ASAP) Workshop

October 31, 2018

9:00 am - 12:30 pm

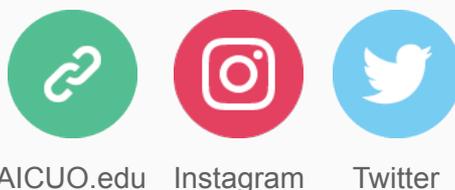
On the campus of Franklin University

Join AICUO and international security experts from Fidelis Global Group for an in-depth training on safety and security on school campuses. This course gives participants the knowledge and strategies that empower them to keep safe and feel confident during active shooter situations and how to implement best practice solutions for your institution.

Topics include:

- Types of Active Shooter Incidents Plus Statistics
- Warning Signs - Long Term
- Threat Indicators - Short Term/Imminent
- Individual Actions - What to do
- Emergency Planning Best Practices
- Case Studies

For more information, contact Mani James at 614-228-2196. [Registration is \\$65.00 per person.](#)



Recommend An Affiliate Member

Does your campus have a goods or services provider that does an amazing job? Would that vendor be a good addition to our Affiliate Member program? Please email your recommendations to mjames@aicuo.edu.

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