



# Professional Development: Alternative Pathways

Presented by: Clarissa Delgado

Email: [Optionsinstitute@goddard.org](mailto:Optionsinstitute@goddard.org)

Date: January 17, 2023





# EconEdLink Membership

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You can now access CEE's professional development webinars directly on EconEdLink.org! To receive these new professional development benefits, **become an EconEdLink [member](#)**. As a member, you will now be able to:

- Automatically receive a professional development certificate via e-mail within 24 hours after viewing any webinar for a minimum of 45 minutes
- Register for upcoming webinars with a simple one-click process
- Easily download presentations, lesson plan materials and activities for each webinar
- Search and view all webinars at your convenience
- Save webinars to your EconEdLink dashboard for easy access to the event

Access our new **Professional Development** page [here](#)

# Professional Development Opportunities



To earn professional development credit for CEE webinars found on EconEdLink, you must:

- Watch a minimum of 45-minutes and you will automatically receive a professional development **certificate** via e-mail within 24 hours.
- Attendees can learn how much credit they will earn per workshop.

## Accessing resources:

- You can now easily download presentations, lesson plan materials, and activities for each webinar from [EconEdLink.org/professional-development/](https://www.econedlink.org/professional-development/)

## Local resources:

- Insert your local professional development opportunities (if applicable)

# About Options

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- ❑ A program of Goddard Riverside (based in NYC)
- ❑ Founded 1986 as direct service access center

## Today

- Access Program
- Success Program
- Professional Development Program

## Clarissa Delgado

*Trainer/College Access Counselor, Options Institute*

- Born and raised in Queens, New York.
- Worked for the NYC Department of Education for 8 years as an English teacher, college advisor, and mentor.
- Passionate about college and career readiness and is a firm believer that lack of access to information is one of the biggest barriers underrepresented communities face when it comes to postsecondary planning.
- Pastime activities include singing, writing, & listening to podcasts



# Objectives

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- Understand the postsecondary education landscape
- Gain knowledge of postsecondary credentials and alternative pathways
- Understand how to counsel students on these pathways

# Agenda

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**Pathways &  
Pay**

**Postsecondary  
Credentials**

**Multiple  
Pathways**

**Counseling for  
Postsecondary  
Pathways**

**Close**

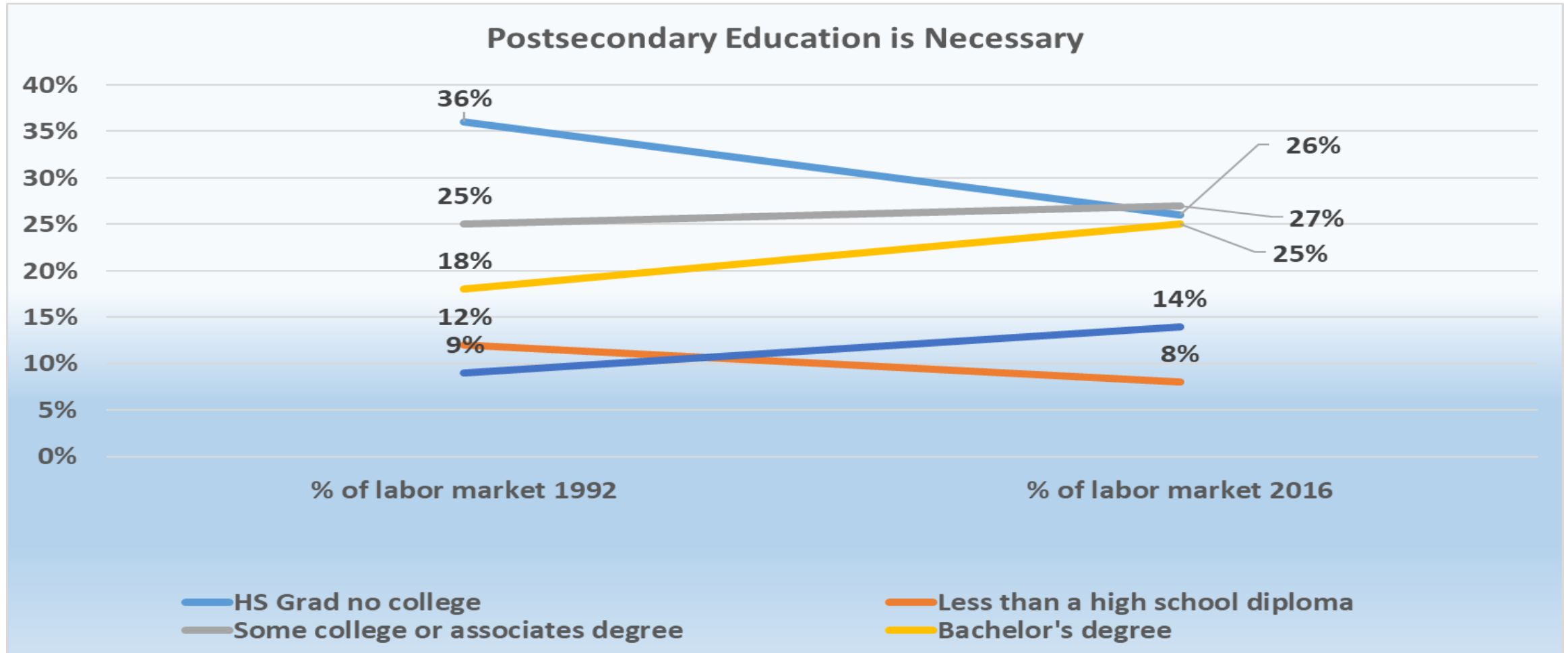


# Pathways and Pay



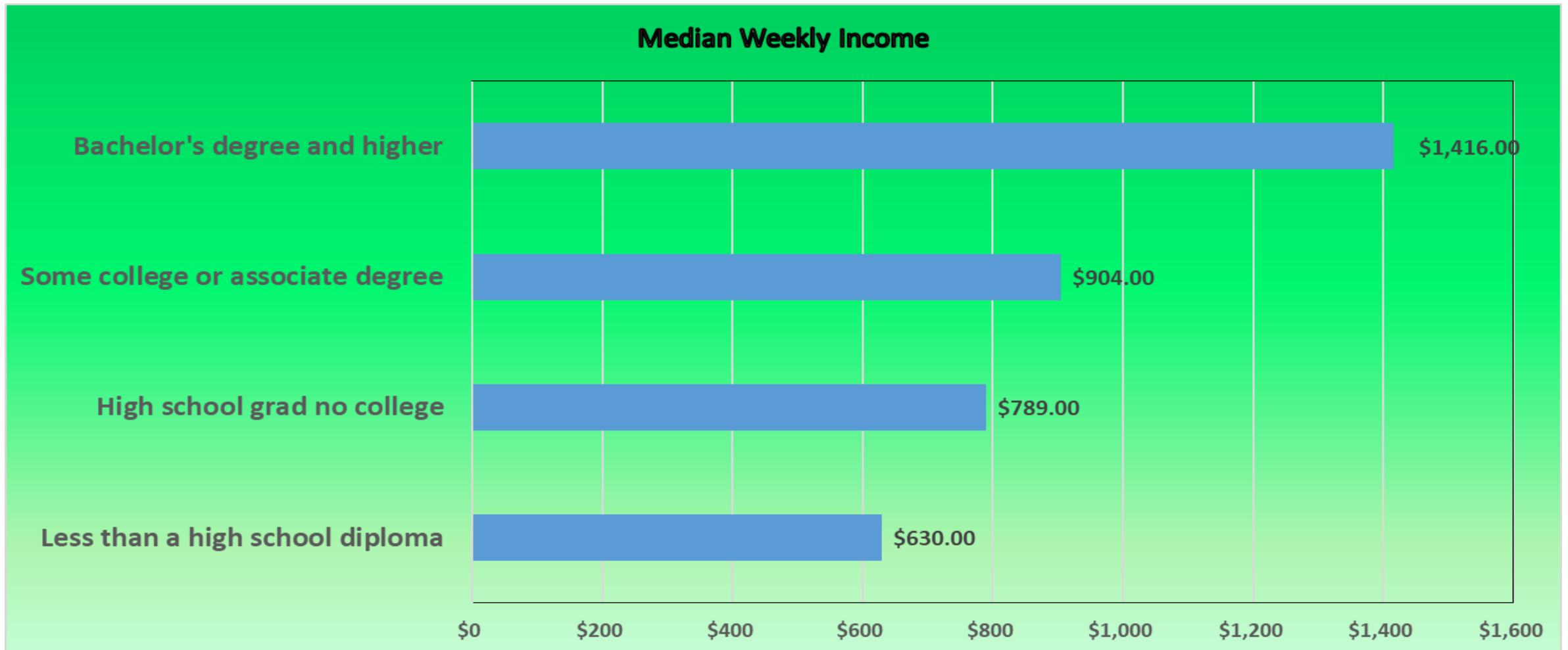


# Postsecondary Education is Necessary



Percentage of Labor Workforce by Educational Attainment, 25 years and over, 1992-2016 Annual Averages

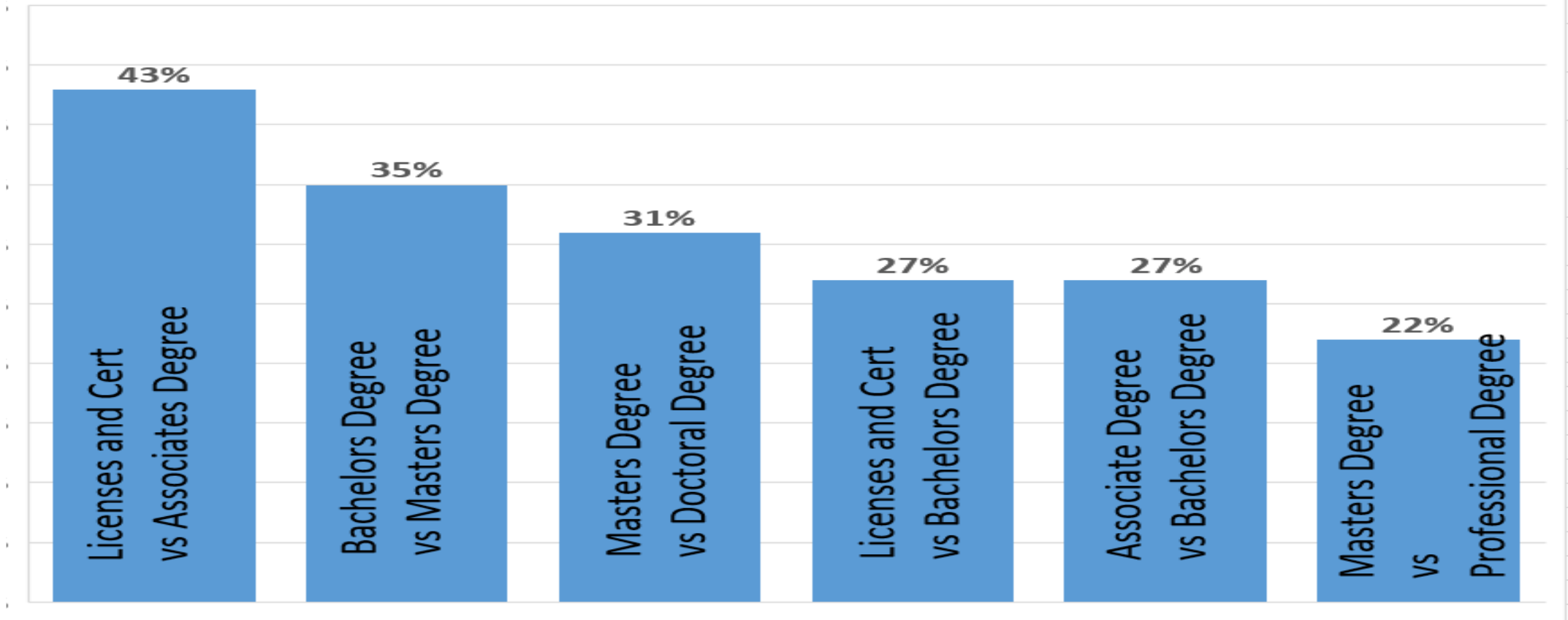
# On Average, More Education Yields More Pay



# However, Sometimes Less Education is Worth More



Sometime less education = Higher earnings





# Postsecondary Credentials



# Certificates

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- A diploma for completing, usually, a 1-2-year education program
- Certificates tend to require fewer hours of coursework and a narrower curriculum than a BA or two-year associate's degree
- May be Industry recognized, portable, accredited
- Career certificates awarded has tripled in 13 years with the trend forecasted to continue

# Certificate programs that lead to high paying jobs

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- Automotive Technician Certificate
- Accounting Certificate
- Alcoholism and Substance Abuse Counseling
- Healthcare Office Administration
- Modern China Studies Certificate

# Certification

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- Granted by educational or training institution
- Assessment of competency normally based on industry set standard
- Different from certificate
  - measured against 3<sup>rd</sup> party standards of competency rather than just standards of institution offering certificate



# Certification Programs That Lead to High Paying Jobs



\$40-65k/yr	• Radiologic Tech
\$35-40k/yr	• EKG/ECG Tech
\$25-35k/yr	• Pharmacy Tech
\$30-50k/yr	• EMT/Paramedic
\$41-+100k/yr	• Personal Trainer
\$50-115k/year	• Web Developer

<https://nationaltelemetryassociation.org/good-paying-healthcare-jobs/>

<https://www.thejobnetwork.com/5-high-paying-jobs-quick-certifications/>



# License



- Documentation granted by a governmental agency, typically at the state level
- Confirms the license holder has met the state standards for practicing a particular profession
- Licensure is the most restrictive form of professional and occupational regulation
- Different from certification, licenses can be revoked



# Some Licensed Occupations



- Nail Technician
- Barber
- Crane Operator
- Uber/Cab Driver
- Insurance Agent
- CDL Driver



<https://labor.ny.gov/stats/lstrain.shtm>

# Associate's Degrees

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# 5 High Paying Jobs with an AAS



❖ Dental Hygienist	\$76,220
❖ Web Developer	\$73,760
❖ Medical Sonographer	\$68,750
❖ Radiologic Technologist	\$62,280
❖ Geological and Petroleum Technician	\$51,130





# Multiple Pathways



# Postsecondary Pathways

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GAP YEAR

College-Based  
Programs

Vocational/Trade  
Programs

Apprenticeships

Military

Civil Service

# Gap Year - examples



**Public Allies**

**Global Citizen  
Year**

**City Year**



# College-Based Programs - examples



- HOSTOS
- Allied Health Career Pipeline Program
- BMCC
- Introduction to Computers (A+ Certification)
- CITY TECH
- Green Maintenance for Buildings







# Apprenticeships - Examples



## Rail Apprenticeships

Transportation,  
Distribution &  
Logistics industry

Non traditional  
employment for  
women (NEW)

*\*NY based*



<https://nationalapprenticeship.org/>

# Military Service - Examples



Airforce

Army

Coast Guard

Marines

Navy

National Guard



# Civil Service - Examples



Transit Systems

Sanitation

Correction

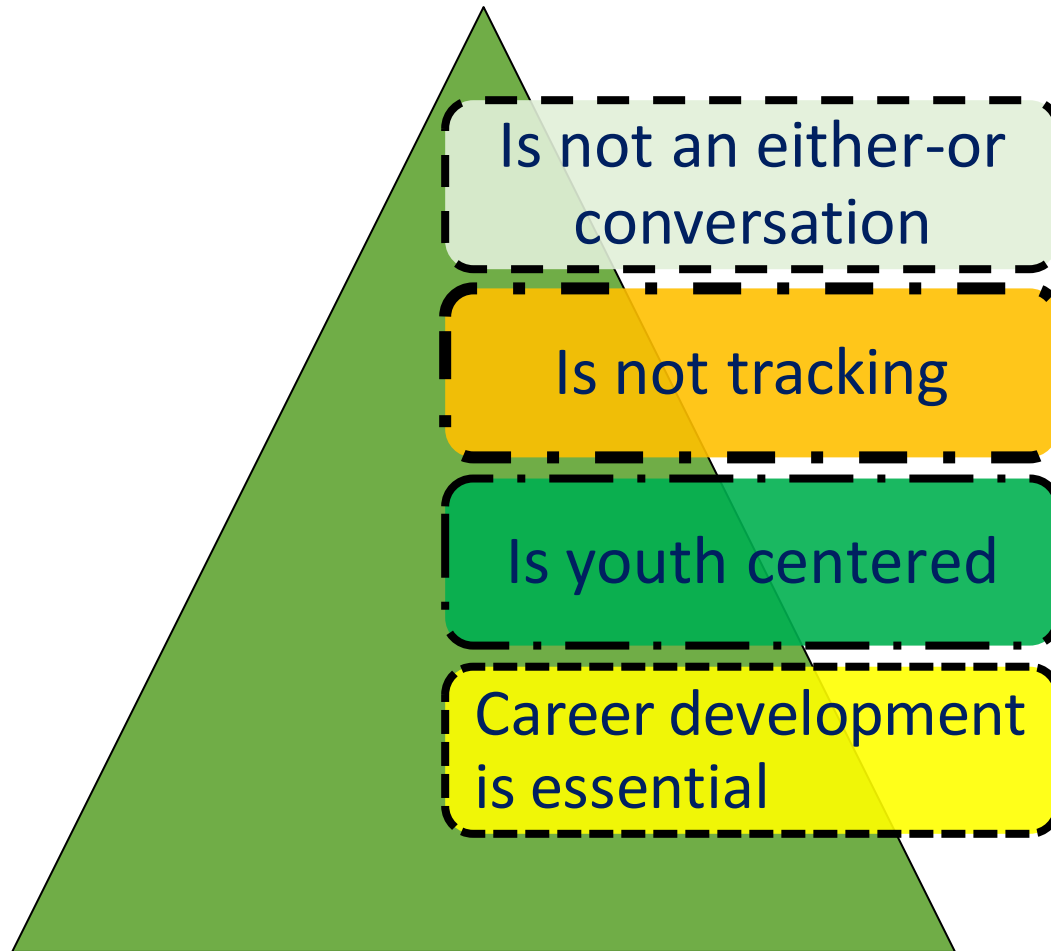
Fire Departments

Police Departments

Health



# Counseling for Postsecondary Pathways



# Finding a Good Fit

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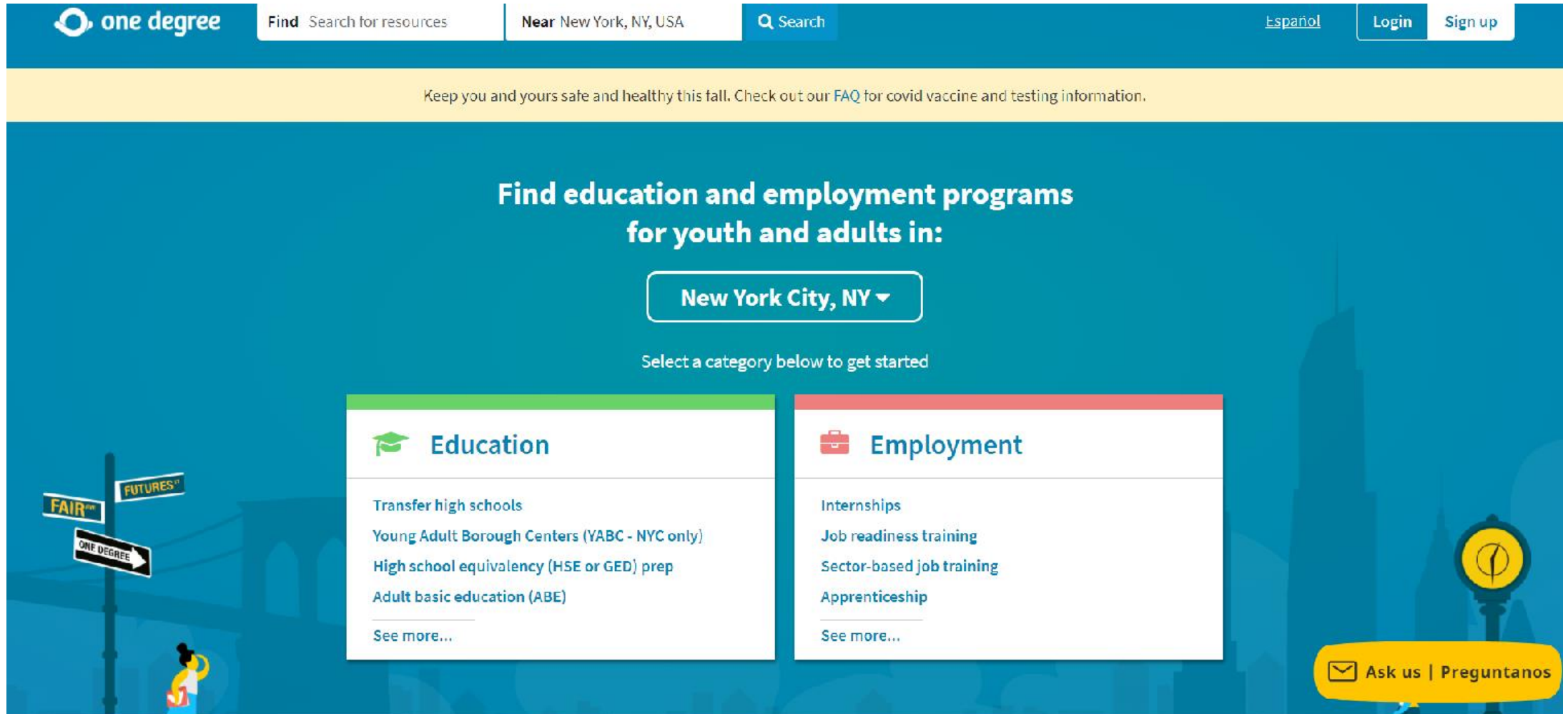


## Student Factors

- Interests
- GPA/Test Scores
- Finances

## Program Factors

- Field
- Location
- Reputation



The screenshot shows the 1degree.org website interface. At the top, there is a navigation bar with the 'one degree' logo, a search bar containing 'Near New York, NY, USA', and buttons for 'Español', 'Login', and 'Sign up'. Below the navigation bar is a yellow banner with a COVID-19 safety message. The main content area features a large blue background with the heading 'Find education and employment programs for youth and adults in:' and a dropdown menu set to 'New York City, NY'. Below this, there are two columns of program categories: 'Education' and 'Employment'. The 'Education' column lists options like 'Transfer high schools' and 'Young Adult Borough Centers (YABC - NYC only)'. The 'Employment' column lists 'Internships' and 'Job readiness training'. A yellow 'Ask us | Preguntanos' button is located in the bottom right corner. On the left side of the page, there is an illustration of a street signpost with signs for 'FAIR', 'FUTURES', and 'ONE DEGREE', and a person walking.

**one degree** Find Search for resources | Near New York, NY, USA | Search | Español | Login | Sign up

Keep you and yours safe and healthy this fall. Check out our [FAQ](#) for covid vaccine and testing information.

## Find education and employment programs for youth and adults in:

New York City, NY ▼

Select a category below to get started

### Education

- Transfer high schools
- Young Adult Borough Centers (YABC - NYC only)
- High school equivalency (HSE or GED) prep
- Adult basic education (ABE)
- See more...

### Employment

- Internships
- Job readiness training
- Sector-based job training
- Apprenticeship
- See more...

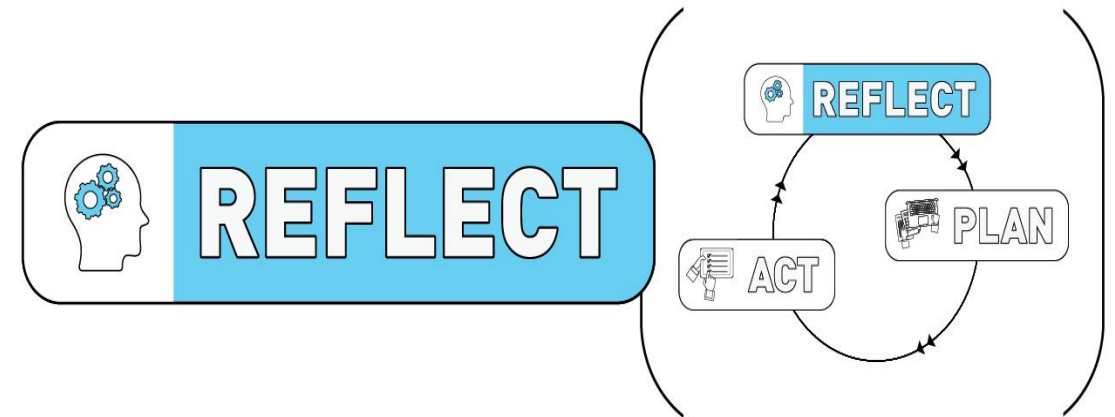
Ask us | Preguntanos

# Close

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Reflect on one type of postsecondary pathway from our discussion today that you would like to explore with your students







# Invest In Girls



FREE  
TO  
JOIN

## Girls, let's get smart(er) about money

Our FREE online programs are tailored to high school girls so they can learn about personal finance in a supportive environment and build confidence on money matters.

### Winter offerings



Master the basics of personal finance



Learn how to invest money



Discover careers in finance

Scan to see  
upcoming programs

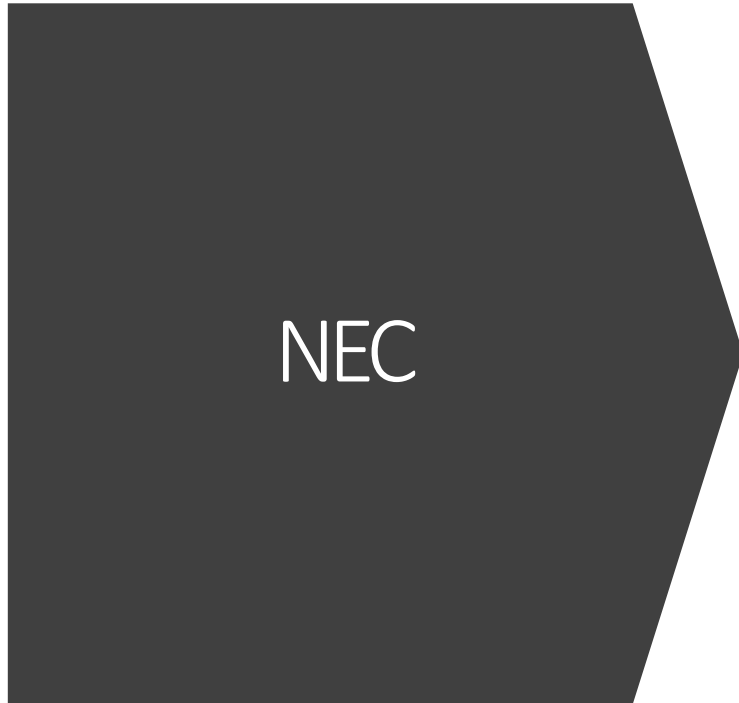


Or visit [investgirls.org/students](https://investgirls.org/students)

Questions? Email Cristina Medina at [cmedina@investgirls.org](mailto:cmedina@investgirls.org)

## DO YOU LOVE ECON?

You may have what it takes to compete in the Nation's only high school economics competition!



The **National Economics Challenge (NEC)** is the country's only economics competition of its kind for high school students. It tests micro and macroeconomic principles as well as knowledge of the world economy.

This motivating and fun team learning experience begins with competitions at the state level. The winning team from each state moves on to the National Semi-Finals. The top teams in the semi-finals will advance and receive an **all-expense paid trip (excluding travel) to compete in the National Finals in New York City** this spring.

### Why Play?

- Fun team learning experience
- Great for your college application
- No other challenge like this!

### CASH PRIZES



For each team member in National Finals:  
1st place: \$1,000  
2nd place: \$500  
3rd place: \$250  
4th place: \$125

## HOW IT WORKS: STEP-BY-STEP



### TWO DIVISIONS BASED ON EXPERIENCE LEVEL

**David Ricardo Division:** For first-time competitors who have taken no more than one economics course.

**Adam Smith Division:** For returning competitors, AP, International Baccalaureate, and honors students.

**REGISTER TODAY FOR YOUR LOCAL COMPETITION!**  
[NationalEconomicsChallenge.org](http://NationalEconomicsChallenge.org)

## THE NATION'S PREMIER HIGH SCHOOL COMPETITION



The National Personal Finance Challenge is a competition that provides high school students with an exciting and motivating opportunity to build, apply, and demonstrate their knowledge of money management.

Through online exams and a personal finance simulation, teams showcase their expertise in **earning income, buying goods and services, saving, using credit, investing, as well as protecting and insuring.**

Teams of 3-4 students, with one teacher/coach, can qualify to represent their state at the National Personal Finance Challenge by winning their local competition.

## HOW IT WORKS: STEP-BY-STEP



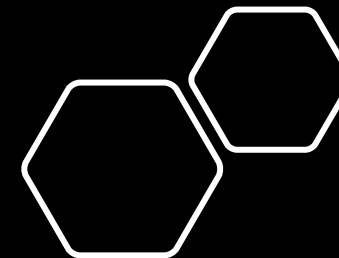
### CASH PRIZES

Top teams in National Finals receive a cash prize for each student team member and an all expense paid trip (excluding travel) to Cleveland, Ohio.  
1st place: \$2,000 | 2nd place: \$1,000 | 3rd place: \$500 | 4th place: \$250

**REGISTER TODAY FOR YOUR LOCAL COMPETITION!**

[personalfinancechallenge.org](http://personalfinancechallenge.org)

The National Personal Finance Challenge is sponsored by:



# NPFC



FinEd50 is a coalition of non-profit organizations, researchers, corporate partners, and professional organizations that believes that personal finance education is a crucial tool to helping people better navigate their financial lives, make informed decisions regarding their life choices, and take more control over their own futures.

### FinEd50: Financial Education for American

Currently, only 24 states require personal finance education courses in the United States. Research indicates that a quality financial education leads to improved future credit scores, declines in payday lending, student loan payment increases, student borrowing shifting to lower cost options, and overall financial well-being!

Recognizing that education is the realm of state and local leadership, FinEd50 is dedicated to achieving:

**State Level Action:** State-level action that guarantees equitable access for every student to a robust, high-quality personal finance course;

**National Standards:** Courses and educational materials that address the content outlined in National Standards for Personal Financial Education and are culturally relevant and responsive to students' lived experiences;

**Innovative Funding:** Innovative funding mechanisms and professional development opportunities in place to support and develop a corps of high-quality teachers with access to necessary professional development opportunities to teach personal finance; and

**Measurement:** A mechanism for measuring access to courses on personal financial literacy and equitable reach of state requirements.

Learn more about FinEd50:

# Advocacy

## CEE Affiliates



### **A network of 200 nationwide affiliates**

Provide professional development for K-12 teachers, advocate for including economics and personal finance in K-12 schools, conduct research, and forge partnerships.

<https://www.councilforeconed.org/resources/local-affiliates/>

Include your local affiliate page

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