modernizing CLASSICS
Business programs get a fresh remodel for Fall 2011.

NEW editions
Allied Health and Entrepreneurship launch Fall 2011.

NEW name NEW mission
Business & Industry Training refocuses.
With graduation right around the corner, we at Southeast Tech are proud to once more be sending hundreds of exceptional graduates into the state’s workforce. Daily, it is reiterated that thousands of up and coming positions are technical in nature, which is definitely great news for our students and alumni!

On campus, we are wrapping up our wonderful new student center located in the Mickelson Center. Completion is anticipated for the summer of 2011, which will give us the opportunity to serve our students even better than we do currently. In addition, we’ve been working diligently to overhaul and introduce new and improved programs for this Fall semester. We have many new and exciting things to share!

Take a moment to read through this issue of Living Blue to find out what’s happening on campus, and get to know some of our alumni, students, staff and business partners. They are truly the heart and soul of our organization and the source of strength that our state has come to depend on.

Jeff Holcomb
President, Southeast Technical Institute
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   Southeast Tech’s Business team gears up to overhaul and refresh programs.
In 2001, Beau Anderson was pretty well satisfied with where he was in life, until the day the company he was working for was sold. He remembers, “I was at my wits end about that job because I was let go and hired in the same day. I didn’t like the uneasiness that I felt about the situation so I jumped on my bike and drove out to Southeast Tech that day.”

Having worked for nine years in a manufacturing position, Beau knew he liked to work with his hands. “I didn’t want to commit to a four year college and I’ve always known about Southeast Tech. It’s always appealed to me, so I decided to go into Electronics after looking at my options.”

Choosing to return to school wasn’t an easy route for Beau who continued to work full-time while attending classes. “I stepped down in my position to accommodate for school, but they let me keep my job. Because it had been so long since I had gone to school, I took some generals in the middle of the year to see if I could even do it. It ended up working out great. I kept my job and then started at Southeast full time.” He laughs, “I look back now and I don’t know how I did it.”

Today, Beau has worked for Daktronics since earning his degree from Southeast Tech. Not only a stable job, Beau has had excellent success in working his way up within the company. “I started out as a bench technician and within one year I accepted a supervisor position in the testing department. That lasted about a year, and then the billboard division started going crazy so I accepted a production supervisor position overseeing machine operators here in Sioux Falls.”

A far cry from the day when he was worried about his job from day to day, Beau couldn’t be happier with his decision to return to school to earn his Associate’s Degree. A decision that has rewarded him over and over with a career he thoroughly enjoys. He remembers, “Right now I’m currently working as an electrical engineer. I always push Southeast Tech especially around here because you can’t beat the price for the education and you can use that towards another degree if you wish. As an adult I didn’t want to listen to my instructor read a book. I can do that at home. It was nice to have real world experience. I’d definitely do it again.”
two new programs

Allied Health, AAS Degree

Love the world of healthcare? As an Allied Health professional, you can move forward into one of the nation’s leading career fields. Learn excellent communication and human relations skills, customer service and applied critical thinking imperative for healthcare professionals.

This degree is a perfect fit for Southeast Tech graduates with a diploma in Health Information Services, Pharmacy Technician and Surgical Technology as well as other diploma and certificate programs. Just plug your credits in and move forward with your Allied Health, AAS degree!

The Allied Health program costs will vary based on the number of credits transferring in. Contact Southeast Tech admissions for more information.

Entrepreneurship, AAS Degree

If you can’t wait to open your own business, get the tools you’ll need to be a success from the start. The Entrepreneurship program is a two-year AAS program designed to provide students and graduates of other programs with the skills needed to be a successful small business owner. Learn skills in management, marketing, accounting, communication, human resources, business law and computers.

ENTREPRENEURSHIP CAREER OPPORTUNITIES
Plug into your specialty! Double majoring in specialized career fields is an excellent way to attain this degree. Examples of degrees from Southeast Tech include:

- Automotive
- Business
- Computers
- Early Childhood
- Horticulture

Get your degree for under $16,000 including laptop!
New Institutional Advancement Officer shares her passion for student success.

Michelle Lounsbery has a resume that is, in all fairness, incredibly unique... computer sales, call center manager, commercial truck driver, wife, mother, lawyer and teacher. A diverse background that has taught her a myriad of skills she now intends to put to good use as Southeast Tech's Institutional Advancement Officer for the Foundation.

According to Michelle, “I get where students are coming from. Trying to balance family and school and work is tough. I also understand the financial complexities of making it work. I think all of my experiences will help me grow the Foundation to help it support the students.”

A graduate of the University of South Dakota, Michelle worked her way through both her undergraduate and Juris Doctor degrees. Upon graduation, she worked as in-house counsel and contracts manager for a construction/holding company she had interned for in college.

She notes, “Three years later, I started my own law practice in Sioux Falls specializing in construction law, employment contracts and immigration law. During that time I started teaching as an adjunct for Bellevue University because I missed education, so it was either teach or start another degree!”

Michelle smiles, “I ended up teaching full time and stopped my private practice. Students and student success are my true passion. Some of the most exciting things I get are emails from previous students telling me of their successes. It was a lot more rewarding than the legal practice for me.”

Excited to work for a technical school, Michelle shares, “One thing that was very frustrating to me in school was that while I learned great theory, I had no application. Tech schools offer hands-on applicable theory so our students will be job ready the first day they go to work, which is a great benefit for employers.”

For more information on the Southeast Tech Foundation, or to contact Michelle, email michelle.lounsbery@southeasttech.edu or visit www.southeasttech.edu.
Business experts at Southeast Tech are working hard to refresh and modernize traditional business programs with innovative technology and updated thought processes. Infusing tried and true best practices with remodeled, refocused and redirected specialties are about to give students an unprecedented opportunity to blend the power of current technology and tools with old-fashioned business know-how.
The concepts behind a business education are classic. What makes the programs at Southeast Tech different from traditional colleges, is the ability to update classic theory with fresh and innovative practices that are vital for working in today’s business climate.

With technology and business practices changing at warp speed, the Business faculty rolled up their sleeves to give their programs a facelift incorporating a blend of specialties, social media focus and fresh technology to stay current and relevant. Read on to discover the all-new innovative programs and specialties launching Fall 2011!

**ENTREPRENEURSHIP, AAS DEGREE**

If you can’t wait to open your own business, get the tools you’ll need to be a success from the start. The Entrepreneurship program is a two-year AAS program designed to provide students and graduates of other programs with the skills needed to be a successful small business owner. Learn skills in management, marketing, accounting, communication, human resources, business law and computers.

**BUSINESS ADMINISTRATION: HUMAN RESOURCES EMPHASIS, AAS DEGREE**

Work with a business’s best resource, their employees! Employment law, strategic planning, recruitment and selection, performance appraisals, training and development, compensation, and benefits are emphasized to provide you with the knowledge necessary to attract, motivate, manage and maintain the most qualified employees.

**BUSINESS ADMINISTRATION: MANAGEMENT EMPHASIS, AAS DEGREE**

Are you a natural born leader? This degree is for assertive individuals who wish to assume front line management roles. In addition to a well-rounded business skill set, you will learn specialized skills in project and supervisory management as well as ethical decision making.

Business instructors from left to right: Kim Weihe, Brian Williams, Deb Nowak, Bobbie Talcott, Georgina Cavin, Dana Wolff, Dennis Peters, Tressie Reski, Jean Rose, Stacy McManus, Pat McGee, Karen Winter and Walda Benker.

For more information about these programs, call Admissions at 605.367.6040 or check out southeasttech.edu!
INSURANCE & FINANCIAL SERVICES, AAS DEGREE

Are you a self-starter that enjoys discovering solutions for others? As an insurance & financial services professional, the sky is the limit. Either as an entrepreneur, an agent of an established firm, or an independent agent, insurance & financial services professionals work with products that everyone relies on. Strong sales and interpersonal communication skills are essential for this career field.

MARKETING: DESIGN EMPHASIS, AAS DEGREE

 Desire a career in marketing, but torn with your love for design? Get a taste for both with this degree. Learn knowledge in the basics of marketing, graphic design and photography. A true asset for small and large businesses, graduates will be versed in graphic design software, website construction, preparation of news releases and organization of publicity events and press conferences in addition to key business skills.

MARKETING: SALES EMPHASIS, AAS DEGREE

Blessed with the gift of charisma and charm? A career in sales could be a wonderful and rewarding career choice for you. You’ll focus on professional sales skills and social media knowledge along with specialized technical electives to give you an edge in a particular industry or area of an organization in addition to key business skills.

BUSINESS DEGREES at SOUTHEAST TECH

- Accounting*
- Business Administration*
- Business Administration: Human Resources Emphasis
- Business Administration: Management Emphasis
- Entrepreneurship
- Financial Services*
- Insurance & Financial Services*
- Marketing
- Marketing: Design Emphasis
- Marketing: Sales Emphasis
- Office Assistant (diploma)

*also offered as an online program!
The Smoothest Transfer from Associate’s to Bachelor’s Degree

Bellevue University accepts ALL the credit in Southeast Tech associate’s degrees – so you can earn your bachelor’s degree in as little as 12 months.

No other accredited university offers Southeast Tech grads a faster, more affordable, and convenient way to earn their bachelor’s degrees.

Bellevue University accepts ALL the credit earned with every Southeast Tech Associate of Applied Sciences degree. This means you don’t have to repeat courses you’ve already taken and paid for. And it means you start with more credit – and finish sooner.

Bellevue University’s accelerated bachelor’s degrees can be completed in as little as a year.

Best yet, you attend class conveniently right here on the Southeast Tech campus, or from anywhere in Bellevue University’s award-winning online classroom. With both options you learn with other career-minded adults from professors with real-world experience in engaging, interactive classrooms. The class curriculum covers lessons and case studies applicable to the marketplace today, and you are encouraged – and expected – to add to the discussions and learning with perspectives from your experiences.

A leader in adult learning, Bellevue University offers more than 20 career-relevant majors in healthcare, business, security management, IT, and more.

In addition to the major courses, you’ll take the Kirkpatrick Signature Series, a unique nine-credit hour cluster of courses on American Vision & Values considered essential learning for all Bellevue University students.

Bellevue University is accredited by The Higher Learning Commission of the North Central Association of Colleges and Schools. This regional accreditation assures you that the University maintains standards that qualify you for professional application of your learning in the world.

To learn more about how Southeast Tech associate’s degrees transfer smoothly into Bellevue University bachelor’s degrees, contact Jessica Bivens at 335-8010 or see bellevue.edu/siouxfalls.
Fresh out of high school, Aaron Talich knew he wanted to become a law enforcement officer. The question was, how to get there? Originally from Oacoma, SD, Aaron shares, “I chose Southeast Tech because of the small class sizes and because it was affordable. Also, Southeast Tech is in state and not too terribly far from my hometown, and it has a wide variety of different fields to study which attracted many friends from high school.”

Another reason Southeast Tech was at the top of his list was in large part due to the groundbreaking reciprocity agreement the school was working to attain with the state of South Dakota at the time of his enrollment. Every law enforcement officer in South Dakota is required to become a certified officer before they are able to work within the state. In the past, if an individual wasn’t certified, they were required to attend a law enforcement academy to become certified.

An incredible benefit to both employers and graduates, the reciprocity agreement allows students to test out of the academy and gain certification once they pass. Aaron notes, “I was hoping the school would gain reciprocity through the state to certify us as law enforcement officers before I graduated, and they did during my first year of school.”

A huge benefit not only to the students but also potential employers, the reciprocity agreement allows graduates to be more marketable because graduates are ready to hit the streets immediately upon certification. “The training and knowledge I gained in school also prepared me for taking, and passing the state reciprocity test, which makes finding a job in the field a lot easier.”

Today, Aaron is working as a Patrolman for the Madison Police Department and has completely immersed himself into the community. “On a daily or nightly basis I patrol the streets of Madison and respond to calls from residents in the city. I also respond to most ambulance calls as a first responder since I am already mobile and can be on scene within a few minutes.” He shares, “In addition, I serve arrest warrants and take accident reports as well as enforcing traffic laws; DUI’s, Speeding, Careless Driving, ect. I’m also the advisor for the Police Explorer’s, which allows me to work directly with and train kids 15-21 who have interest in law enforcement.”

As to whether he found his education from Southeast Tech a benefit? “The hands-on training was great, as well as the real life stories and scenarios from the teachers who came from the field to teach. Having people teach the classes that have, or do work in the law enforcement field, helps make things a lot easier to understand.”
Offering the Sioux Empire excellent training and certification opportunities, the Business and Industry Training division of Southeast Tech is launching a new name and a new educational philosophy.

As of April 7 2011, the Business & Industry Training division began operating as Training Solutions Institute of Southeast Tech. This new identity reflects a redirection in a business philosophy that is focused on solutions. “While we remain a provider of continuing education and training, our true mission is to help South Dakota companies and individuals find solutions for workforce challenges and needs,” notes Lon Hird, Director, Training Solutions Institute.

Training Solutions Institute focuses on skills-building and helping individuals improve employability and workforce readiness. In addition, it also works with many local and regional companies to develop and deliver training programs for employees seeking to improve on current skills or add new skill sets.

For more information visit www.trainingsolutionsinstitute.com or call us at 605.367.7619.
After several months of working in tight quarters, both the Admissions and Financial Aid departments have moved into their new office spaces. The departments are conveniently located on the main level of the Mickelson Center directly inside the main entrance to the left. While construction in the Mickelson Center is currently ongoing, progress has been excellent and remains on target with the anticipated completion date of Summer 2011.


Shannon and Megan are the first friendly faces you’ll see when you stop by Admissions!

The Bookstore got a facelift and is now serving food and coffee for those long study days.
For Admissions Specialist Nancy Munson, working at Southeast Tech has been more than just a job, it has given her a fulfilling career for the past 20 years. As an Admissions Specialist, she has helped thousands of students determine their career paths and move on to successful lives. Knowing the institution inside and out, Nancy whole-heartedly approved of her son Kyle's decision to enroll in Southeast Tech's Financial Services program. Read on to find out how Nancy and Kyle feel about the choices he made to further his education.

**Southeast Tech:** How did you feel when Kyle told you he wanted to attend Southeast?

**Nancy:** I felt great about his choice. I see so many people that come here to get specialized training when they already have a four year degree and can’t find their place. I wanted Kyle to get a great education and get a good job when he’s done. I know our job placement is excellent, pay is excellent, our relationships with industry and our equipment and our labs are incredible so I was pleased.

**Southeast Tech:** Kyle, why did you choose Southeast?

**Kyle:** I toured some other campuses and they weren’t for me. I wanted to stay in Sioux Falls and this was a lot more affordable than other options. I don’t want to have student loans when I’m done with school.

**Southeast Tech:** Do you think you made the right choice?

**Kyle:** I’m doing an internship with First Premier in the Treasury Services department right now that my instructor helped line up for me. So far it’s been good and I’m learning a lot. I absolutely think I’m in the right field because I can’t see myself doing anything else. I’ve always been interested in working with money.

**Southeast Tech:** What advice can you give to other parents?

**Nancy:** I think our instructors care about their students and they want them to succeed. If your child knows what they want to major in, I think they’ll be impressed. You should consider class size, different majors available, job placement, affordability, campus life and the instructors. I look at our instructors who have so much knowledge because they’ve worked in their field and they know what it takes.

**Kyle:** I’ve learned a lot here. I plan on going right on to the University of Sioux Falls after this to get my bachelor’s degree. I’m on my way to a great career! 

Kyle was just 1 year old when Nancy started at Southeast Tech!
USF won’t meet you halfway towards your bachelor’s degree. We’ll meet you THE WHOLE WAY.

Phil Amor graduated from STI in 2009. Now he’s pursuing his bachelor’s degree through the Degree Completion Program at the University of Sioux Falls. Go the whole way towards your bachelor’s degree with two options tailored to your goals.

USF’s Degree Completion Program:
- Acceptance of 64 STI transfer credits after receiving AAS degree
- Degrees in accounting, management and entrepreneurial studies
- Convenient class schedules for working adults one evening per week, online and hybrid
- Affordable costs per credit
- Hands-on learning and real-world experience

USF’s undergraduate programs:
- Thirty-three undergraduate degrees
- Seven pre-professional programs
- Guaranteed scholarship to every qualifying STI graduate
- Convenient transfer of credits
- Affordable costs per credit
- Hands-on learning and real-world experience

For more information: usiouxfalls.edu
(800) 888-1047
(605) 331-6600
admissions@usiouxfalls.edu

new recruits
Southeast Tech is proud to welcome our newest employees.

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Applications Support Specialist Kelly Molstad
Admissions, Student Recruiter Betsy Homan
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