

# SOUTHEAST TECH

---

## CAREER SERVICES

# NEWSLETTER



OCTOBER 2017

In this issue: ENROLLMENT INCREASE      INDUSTRY SPEAKERS BUREAU      CAREER FAIR PLANNING  
NEW ARTICULATION AGREEMENTS      HURRICANE HARVEY RELIEF      SKILLS USA STUDENT AWARDS

---

## Fall 2017 Enrollment Increase

Southeast Technical Institute's enrollment has increased by 6.4 percent from last fall with a total credit increase of 6.1 percent. New student headcount also increased 10 percent from last year.

"I am proud of the work our campus community has done to generate these numbers," Southeast Tech President Bob Griggs said in a press release. "We have incorporated new policies and events that have given new students an even more welcoming atmosphere to enjoy on our campus. We are committed to working hard to continue to provide not only a top-notch education, but also a community atmosphere that celebrates our students and the success they achieve. We are excited to continue our mission of addressing the workforce needs of the many communities we serve."

## Industry Speakers Bureau

Use your experience to share with students about your profession and industry! Southeast Tech and our area K-12 schools are interested in inviting industry professionals into schools to talk to students about your job and the industry you work in.

Interested in speaking to students about your industry? We'd be happy to keep your contact information on file and will contact you when such events arise to discuss your interest and availability. Please complete this form to be included in our Speakers Bureau <https://southeasttech-csm.symplicity.com/surveys/speakersbureau>.

## Career Fair Planning

We started the year with our two largest career fairs yet – Part Time Job Fair and the Career Fair for our Transportation and Industrial programs. Thank you to all who participated!

Additional career fair planning is underway! Southeast Tech invites you to mark your calendars for the upcoming Career Fairs:

**Engineering Technology:** Wednesday, February 7th 1:00pm to 3:00pm

**Computer Information Systems, Electronics, Mechatronics, & Mechanical Engineering:** February 27th 10 – 11:30am

**Business, Media Communications, & Early Childhood:** Tuesday, April 10<sup>th</sup> 10:00am to noon

**Health Technology:** Thursday, May 3<sup>rd</sup> 10:00am to noon

**TBD:** Horticulture & LPN in Spring 2018

May graduates will be in attendance looking for career opportunities immediately following graduation. We encourage employer emphasis on full time career employment opportunities. There may also be first year students in attendance looking for future employment opportunities.

To register, please complete the registration form at <https://southeasttech-csm.symplicity.com/events/>.

---

### Southeast Tech Career Services

2320 N. Career Ave. Sioux Falls, SD 57107

StudentJobs@southeasttech.edu

www.southeasttech.edu

# New Articulation Agreements

## **SOUTHEAST TECH TO PARTNER WITH USD TO OFFER TECHNICAL LEADERSHIP BACHELOR'S DEGREE**

For the first time in South Dakota, graduates of Southeast Tech will have the opportunity to seamlessly apply their AAS credits toward a bachelor's degree in technical leadership from a state university under a new program offered by the University of South Dakota and the University Center, Sioux Falls.

Southeast Tech President Bob Griggs shares, "This partnership opens doors for our students and graduates to have more options to further their education seamlessly with the University of South Dakota. The agreement is a historical event that will further both Southeast Tech's ability as well as USD's to answer our communities' needs for workforce development. It's an exciting partnership and we look forward to working together in the future."

The new certificate and bachelor's degree offerings started in August and is offered at the University Center in Sioux Falls. There is no time limit on when the credits must be earned. A person could begin by completing a certificate and return later to complete the bachelor's degree.

## **SOUTHEAST TECH PARTNERS WITH SOUTHWEST MINNESOTA STATE UNIVERSITY**

Southeast Tech and Southwest Minnesota State University (SMSU) have reached an agreement to grant Southeast Tech graduates the ability to transfer to SMSU and attain a bachelor's degree after attaining an associate's degree from Southeast Tech. Southeast Tech President Bob Griggs shares, "This partnership opens doors for our students and graduates to have more options to further their education if they so desire. It's an exciting partnership and we look forward to working together in the future."

### **About Southwest Minnesota State University**

Southwest Minnesota State University is a four-year public university offering a high quality education in the liberal arts and professions to prepare you for a life that is successful both personally and professionally. SMSU has grown into a university of choice with high national rankings, producing scholars who become the leaders, thinkers, and entrepreneurs of the future. Students and faculty alike come here to engage in the rich "Southwest Experience," which starts with strong academics, fulfilling social opportunities and support from fellow Mustangs.

# Hurricane Harvey Relief Effort

Southeast Technical Institute, along with KTWB, KRRO Radio, KSFY and others, collected basic necessities and raised thousands for those in need following the aftermath of Hurricane Harvey. During the all-day event at 13th Street and Phillips Avenue in downtown Sioux Falls on September 8<sup>th</sup>, a total of \$7,061.91 was raised for the American Red Cross Disaster Relief Fund.

In addition, 850 diapers were collected for hurricane relief efforts by the Early Childhood Specialist students. That's a lot of children, families, and diaper changes that will be impacted by the efforts of these students! Other donations, including canned and ready-to-eat items, peanut butter, granola bars, toiletries, cleaning supplies, and cat and dog food and litter, were also loaded up in a truck to take to Texas.

The event was organized by students at Southeast Tech. Tracey Dannelley, Student Ambassador, and Ronald "Bubba" Ridings, Student Government Association President, helped recruit and organize over 50 student volunteers throughout the day.

"We are in your debt for your kindness and compassion. Thanks for thinking of us in Houston. Have fun with the food drive! Betsy Ballard, CCO Houston Food Bank

Thank you to KSFY for the news coverage <http://www.ksfy.com/content/news/STI-donation-drive-raises-over-7K-for-Hurricane-Harvey-victims-443839033.html>.

---

### **Southeast Tech Career Services**

2320 N. Career Ave. Sioux Falls, SD 57107  
StudentJobs@southeasttech.edu  
www.southeasttech.edu

# Students attend SkillsUSA National Leadership Conference



Southeast Tech is pleased to announce that five students were selected to compete at the national SkillsUSA conference in four different contest areas.

Devin Berrios competed in welding sculpture and placed 19th. Daniel Bolandz competed in Automotive Technology and placed 8th. Carter Fellows and Antonio Diaz-Hernandez competed as a team in Welding Fabrication and placed 23rd. Paul Grotjohn competed in Collision Repair and placed 25th.

Students were accompanied by their Southeast Tech advisor Clint Mack. According to Automotive Technology instructor Jason Merritt, "SkillsUSA is a great organization that recognizes the achievements of students in technical fields and it also fosters leadership. We are extremely proud of our team of students that demonstrated the skills to compete at a national level."

During their stay, students participated as competitors or as voting delegates where they elect their national officers for the year and conduct the business of their organization. Students also met with business and industry representatives and heard from government officials. And, they have fun, too.

SkillsUSA is a national organization that serves technical, skilled and service occupation instructional programs in public high schools, career and technical centers and schools and two- and four-year colleges. SkillsUSA serves more than 320,000 student members annually, organized into more than 3,900 schools and 52 state and territorial associations (including the Puerto Rico and the Virgin Islands). SkillsUSA helps students discover and grow their career passions. As a nationwide partnership of students, instructors and industry working together, SkillsUSA works to ensure America has a skilled workforce. It helps every student excel. Career and technical education is learning that works for America.

## NEW Certificate Options at Southeast Tech

### Welding Certifications

#### Heat Up Your Career – Become a Welder in Just 8 Weeks!

*"It's a great time to be a welder. Thanks to a global boom in industrial manufacturing, skilled welders are in greater demand than ever. Companies can't find enough of them." Wall Street Journal*

From the bottom of the ocean to outer space, welders are in high-demand in both South Dakota and across the nation for their skill and expertise in many industries. To meet this critical demand, Southeast Tech is offering four Welding Technology Certificates that can be completed in as little as 8-weeks including:

- Shielded Metal Arc Welding (SMAW)
- Gas Metal Arc Welding (GMAW)
- Flux Core Arc Welding (FCAW)
- Gas Tungsten Arc Welding (GTAW)

### Flexible, Fast and Affordable

Students can choose from an 8-week daytime program or 16-week evening program to fit their lifestyle. Courses are taught with intensive hands-on instruction and will have the opportunity to test for American Welding Society (AWS) certification prior to the end of the program.

### What You'll Earn

The South Dakota Bureau of Labor reports that the average wage for Welders is \$16.90/hr.

---

### Southeast Tech Career Services

2320 N. Career Ave. Sioux Falls, SD 57107

StudentJobs@southeasttech.edu

www.southeasttech.edu

## **Certified Professional Biller**

**This certificate can be completed in just 9 months!**

Are you ready to make a career change that's both affordable and rewarding? At Southeast Tech, make it happen in just nine months as a Certified Professional Biller with our all-new affordable certification!

You'll learn an overview of insurance, billing, CPT coding, ICD coding, general office procedures and practices, as well as coding and reimbursement requirements.

You can also build on your certification to complete our [Healthcare Office Specialist diploma](#) for even more upward mobility and opportunities!

This is a hybrid program which means you'll learn through online coursework as well as one-night a week on campus.

### **What You'll Do**

- Adhere to HIPAA guidelines for handling patient protected health information (PHI)
- Prepare and send insurance claims
- Resolve patient's denials by working with insurance companies or governmental agencies
- Review patient bills for accuracy and completeness
- Follow up on unpaid or rejected claims within billing cycle timeframe
- Contact payers regarding discrepancies in payments
- Identify and bill primary, supplemental, secondary tertiary and supplemental payers
- Answer responsible party questions on patient responsibility portions, copay, deductibles and write offs
- Prepare appeals to insurance carriers if necessary

## **Certified Professional Coder**

**Complete this certificate in just 1 year!**

Are you ready to make a career change that's both affordable and rewarding? At Southeast Tech, make it happen in just one year as a Certified Professional Coder with our all-new affordable certification!

You'll learn medical terminology, anatomy, physiology, basic current procedural terminology (CPT) coding, basic international statistical classification of diseases (ICD) coding, and coding and reimbursement requirements.

You can also build on your certification to complete our [Medical Coding diploma](#) or [AAS degree](#) for even more upward mobility and opportunities!

This is a hybrid program which means you'll learn through online coursework as well as one-night a week on campus.

### **What You'll Do**

- Interpret medical documentation from physicians and healthcare providers to assign diagnostic and procedural codes
- Navigate the Electronic Medical Record (EHR) and coding software proficiently
- Adhere to standards, ethical coding guidelines established by professional health information associations
- Protect the security of medical records to ensure confidentiality
- Review and identify chargeable items for completeness, accuracy and compliance
- Remain up-to-date with coding guidelines and reimbursement recording requirements
- Understand governmental and commercial payer's policies
- Follow HIPAA guidelines in handling patient's personal health information (PHI)

---

## **Southeast Tech Career Services**

2320 N. Career Ave. Sioux Falls, SD 57107

StudentJobs@southeasttech.edu

www.southeasttech.edu