

HYPNOSIS MOTIVATION INSTITUTE
 18607 VENTURA BLVD, SUITE 310
 TARZANA, CA 91356 - 818-758-2720
 WWW.HYPNOSIS.EDU

SCHOOL PERFORMANCE FACT SHEET
CALENDAR YEARS 2017 & 2018

Clinical Hypnotherapy Program - 12 Months in
 Length - 720 Clock Hours / 24 Credits

On-Time Completion Rates (Graduation Rates)

Includes data for the two calendar years prior to reporting.

| Calendar Year | Number of Students Who Began the Program | Students Available for Graduation | Number of On-Time Graduates | On-Time Completion Rate |
|---------------|--|-----------------------------------|-----------------------------|-------------------------|
| 2018 | 122 | 122 | 69 | 57% |
| 2017 | 107 | 107 | 55 | 51% |

Student's Initials: _____ Date: _____

Initial only after you have had sufficient time to read and understand the information.

Students Completing Within 150% of the Published Program Length

| Calendar Year | Number of Students Who Began the Program | Students Available for Graduation | 150% Graduates | 150% Completion Rate |
|---------------|--|-----------------------------------|----------------|----------------------|
| 2018 | 122 | 122 | 113 | 93% |
| 2017 | 107 | 107 | 87 | 81% |

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Job Placement Rates (includes data for the two calendar years prior to reporting)

| Calendar Year | Number of Students Who Began Program | Number of Graduates | Graduates Available for Employment | Graduates Employed in the Field | Placement Rate % Employed in the Field |
|---------------|--------------------------------------|---------------------|------------------------------------|---------------------------------|--|
| 2018 | 122 | 113 | 113 | 99 | 88% |
| 2017 | 107 | 87 | 87 | 80 | 92% |

You may obtain from the institution a list of the employment positions determined to be in the field for which a student received education and training. <https://hypnosis.edu/resident/graduate-expectations>

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Gainfully Employed Categories (includes data for the two calendar years prior to reporting)

Part-Time vs. Full-Time Employment

| Calendar Year | Graduate Employed in the Field 20-29 Hours Per Week | Graduates Employed in the Field at Least 30 Hours Per Week | Total Graduates Employed in the Field |
|---------------|---|--|---------------------------------------|
| 2018 | 99 | 0 | 99 |
| 2017 | 80 | 0 | 80 |

Student's Initials: _____ Date: _____

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Single Position vs. Concurrent Aggregated Position

| Calendar Year | Graduates Employed in the Field in a Single Position | Graduates Employed in the Field in Concurrent Aggregated Positions | Total Graduates Employed in the Field |
|---------------|--|--|---------------------------------------|
| 2018 | 99 | 0 | 99 |
| 2017 | 80 | 0 | 80 |

Student's Initials: _____ Date: _____

Initial only after you have had sufficient time to read and understand the information.

Self-Employed / Freelance Positions

| Calendar Year | Graduates Employed who are Self-Employed or Working Freelance | Total Graduates Employed in the Field |
|---------------|---|---------------------------------------|
| 2018 | 99 | 99 |
| 2017 | 80 | 80 |

Institutional Employment

| Calendar Year | Graduates Employed in the Field who are Employed by the Institution, an Employer Owned by the Institution, or an employer who Shares Ownership with the Institution. | Total Graduates Employed in the field. |
|---------------|--|--|
| 2018 | 0 | 99 |
| 2017 | 0 | 80 |

Student's Initials: _____ Date: _____

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This program may result in freelance or self-employment.

- The work available to graduates of this program is usually for freelance or self-employment.
- This type of work may not be consistent.
- The period of employment can range from one day to weeks to several months.
- Hours worked in a day or week may be more or less than the traditional 8 hour work day or 40 hour work week.
- You can expect to spend unpaid time expanding your networks, advertising, promoting your services, or honing your skills.
- Once graduates begin to work freelance or are self-employed, they will be asked to provide documentation that they are employed as such so that they may be counted as placed for our job placement records.
- Students initialing this disclosure understand that either a majority or all of this school's graduates are employed in this manner and understand what comprises this work style.

Student's Initials: ___ Date: _____

Only initial after you have had sufficient time to read and understand the information.

License Examination Passage Rates (includes data for the two calendar years prior to reporting)

| Calendar Year | Number of Graduates in Calendar Year | Number of Graduates Taking Exam | Number Who Passed First Available Exam | Number Who Failed First Available Exam | Passage Rate |
|---------------|--------------------------------------|---------------------------------|--|--|--------------|
| 2018 | 113 | N/A | N/A | N/A | N/A |
| 2017 | 87 | N/A | N/A | N/A | N/A |

This program does not require state licensure.

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Salary and Wage Information (includes data for the two calendar years prior to reporting)

Annual salary and wages reported for graduates employed in the field.

| Calendar Year | Graduates Available for Employment | Graduates Employed in Field | \$0- -\$5,000 | \$5,001 -\$10,000 | \$10,001 -\$15,000 | \$15,001 -\$20,000 | No Salary Information Reported |
|---------------|------------------------------------|-----------------------------|------------------|----------------------|-----------------------|-----------------------|--------------------------------|
| 2018 | 113 | 99 | 2 | 5 | 2 | 11 | 79 |
| 2017 | 87 | 80 | 0 | 0 | 0 | 0 | 80 |

A list of sources used to substantiate salary disclosures is available from the school. <https://hypnosis.edu/resident/graduate-expectations>

Student's Initials: _____ Date: _____

Initial only after you have had sufficient time to read and understand the information.

Cost of Educational Program

Total charges for the program for students completing on time in 2018: \$15,820
 Total charges will not be higher for students that do not complete on time.

Total charges for the program for students completing on time in 2017: \$15,715
 Total charges will not be higher for students that do not complete on time.

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Federal Student Loan Debt

| Calendar Year(s) | Most recent three year cohort default rate, as reported by the United State Department of Education. ¹ | The percentage of enrolled students in 2017/18 receiving federal student loans to pay for this program. | The percentage of graduates in 2017/18 who took out federal student loans to pay for this program. | The average amount of federal student loan debt of 2017/18 graduates who took out federal student loans at this institution. |
|------------------|---|---|--|--|
| 2018 | 2.8 | 78% | 9500 | 79% |
| 2017 | 8 | 74% | 9500 | 76% |

¹The percentage of students who defaulted on their federal student loans is called the Cohort Default Rate (CDR). It shows the percentage of this school's students who were more than 270 days (9 months) behind on their federal student loans within three years of when the first payment was due. This is the most recent CDR reported by the U.S. Department of Education.

Student's Initials: _____ **Date:** _____

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This fact sheet is filed with the Bureau for Private Postsecondary Education. Regardless of any information you may have relating to completion rates, placement rates, starting salaries, or license exam passage rates, this fact sheet contains the information as calculated pursuant to state law.

Any questions a student may have regarding this fact sheet that have not been satisfactorily answered by the institution may be directed to the Bureau for Private Postsecondary Education at 1747 N. Market Blvd, Suite 225, Sacramento, CA 95834, www.bppe.ca.gov, toll-free telephone number (888) 370-7589 or by fax (916) 263-1897.

Student Name - Print _____

Student Signature _____ Date _____

School Official _____ Date _____

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Definitions

- "Number of Students Who Began the Program" means the number of students who began a program who were scheduled to complete the program within 100% of the published program length within the reporting calendar year and excludes all students who cancelled during the cancellation period.
- "Students Available for Graduation" is the number of students who began the program minus the number of students who have died, been incarcerated, or been called to active military duty.
- "Number of On-time Graduates" is the number of students who completed the program within 100% of the published program length within the reporting calendar year.
- "On-time Completion Rate" is the number of on-time graduates divided by the number of students available for graduation.
- "150% Graduates" is the number of students who completed the program within 150% of the program length (includes on-time graduates).
- "150% Completion Rate" is the number of students who completed the program in the reported calendar year within 150% of the published program length, including on-time graduates, divided by the number of students available for graduation.
- "Graduates Available for Employment" means the number of graduates minus the number of graduates unavailable for employment.
- "Graduates Unavailable for Employment" means the graduates who, after graduation, die, become incarcerated are called to active military duty, are international students that leave the United States or do not have a visa allowing employment in the United States, or are continuing their education in an accredited or bureau-approved postsecondary institution.
- "Graduates Employed in the Field" means graduates who beginning within six months after a student completes the applicable educational program are gainfully employed, whose employment has been reported, and for whom the institution has documented verification of employment. For occupations for which the state requires passing an examination, the six months period begins after the announcement of the examination results for the first examination available after a student completes an applicable educational program.
- "Placement Rate Employed in the Field" is calculated by dividing the number of graduates gainfully employed in the field by the number of graduates available for employment.
- "Number of Graduates Taking Exam" is the number of graduates who took the first available exam in the reported calendar year.
- "First Available Exam Date" is the date for the first available exam after a student completed a program.
- "Passage Rate" is calculated by dividing the number of graduates who passed the exam by the number of graduates who took the reported licensing exam.
- "Number Who Passed First Available Exam" is the number of graduates who took and passed the first available licensing exam after completing the program.
- "Salary" is as reported by graduate or graduate's employer.
- "No Salary Information Reported" is the number of graduates for whom, after making reasonable attempts, the school was not able to obtain salary information.

STUDENT'S RIGHT TO CANCEL

You have the right to cancel and obtain a 100% refund of all monies paid if you cancel your enrollment after you sign the enrollment agreement and until midnight of the 40th business day after the first class you attended. Cancellation occurs when the student gives notice of cancellation by mail, fax, email, telephone, or in person. Your notice of cancellation does not require a particular format, but the student must clearly state that he/she wishes to cancel the agreement and the date the cancellation is to take effect.

The Institute may terminate a student by applying the Institute's attendance, conduct and/or Satisfactory Academic Progress Policy. All refunds are made within 45 days of the notice of cancellation, (Date of Determination). The withdrawal calculation is performed using the student's last date of attendance.

All tuition monies will be refunded to the student for the following reasons:

1. If an applicant is rejected for enrollment by the Institute.
2. If the program for which the student enrolled is cancelled.
3. If an applicant cancels prior to the start of scheduled classes, or never attends class.
4. If the student cancels his/her agreement for the course of instruction on or before midnight of the *seventh* business day after the first class attended by the student.

If a student withdraws or is dropped from the program after the 40th business day of the first class attended, and has attended 60% or less of the semester, the school will remit a pro-rata refund. The Student's net tuition is divided equally between two (2) semesters (26 weeks each). Refund calculations are calculated per semester. Days in which the student was on an approved leave of absence are excluded from the refund calculation.

The pro-rata refund amount shall be computed by multiplying the amount the student has paid for instruction by a fraction. The fraction is the amount of instruction time which the student has not received, but for which the student has paid, divided by the total amount of instruction time for which the student has paid. If the student paid less than the amount due under the schedule, he/she must pay HMI the balance within thirty (30) days from the date of determination. After having attended more than 60% of the semester, there is no refund.

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1. The following table is an **EXAMPLE** to outline the refund due based on percentage of training completed, assuming you paid the following:

| <u>Total Contract</u> | <u>Tuition per Semester</u> |
|---------------------------------|-----------------------------|
| \$12,982 | \$6,491 |
| <u>% completed per semester</u> | <u>Refund Due</u> |
| 10% | \$5,841.90 |
| 25% | \$4,868.25 |
| 50% | \$3,245.50 |
| 60% | No Refund Due |

2. If any portion of your tuition was paid from the proceeds of a loan, the refund will be sent to the lender or an agency that may have guaranteed the loan. Any remaining refund amount will first be used to repay any student financial aid programs from which you received benefits, in proportion to the benefits received. Any remaining amount will be paid to you.

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SCHOOL PERFORMANCE FACT SHEET
CALENDAR YEARS 2017 & 2018

Hypnotherapy Distance Education Program
12 Months in Length - 300 Clock Hours

On-Time Completion Rates (Graduation Rates)

Includes data for the two calendar years prior to reporting.

| Calendar Year | Number of Students Who Began the Program | Students Available for Graduation | Number of On-Time Graduates | On-Time Completion Rate |
|---------------|--|-----------------------------------|-----------------------------|-------------------------|
| 2018 | 26 | 26 | 11 | 42% |
| 2017 | 19 | 19 | 14 | 74% |

Student's Initials: _____ Date: _____

Initial only after you have had sufficient time to read and understand the information.

Students Completing Within 150% of the Published Program Length

| Calendar Year | Number of Students Who Began the Program | Students Available for Graduation | 150% Graduates | 150% Completion Rate |
|---------------|--|-----------------------------------|----------------|----------------------|
| 2018 | 26 | 26 | 23 | 88% |
| 2017 | 19 | 19 | 14 | 74% |

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Job Placement Rates (includes data for the two calendar years prior to reporting)

| Calendar Year | Number of Students Who Began Program | Number of Graduates | Graduates Available for Employment | Graduates Employed in the Field | Placement Rate % Employed in the Field |
|---------------|--------------------------------------|---------------------|------------------------------------|---------------------------------|--|
| 2018 | 26 | 23 | 23 | 16 | 70% |
| 2017 | 19 | 14 | 14 | 9 | 64%16 |

You may obtain from the institution a list of the employment positions determined to be in the field for which a student received education and training. <https://hypnosis.edu/distance/catalog/addendum#Placement-Reasonable-Graduate-Outcome-Expectations>

Student's Initials: _____ Date: _____

Initial only after you have had sufficient time to read and understand the information

Gainfully Employed Categories (includes data for the two calendar years prior to reporting)

Part-Time vs. Full-Time Employment

| Calendar Year | Graduate Employed in the Field 20-29 Hours Per Week | Graduates Employed in the Field at Least 30 Hours Per Week | Total Graduates Employed in the Field |
|---------------|---|--|---------------------------------------|
| 2018 | 16 | 0 | 16 |
| 2017 | 9 | 0 | 9 |

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Single Position vs. Concurrent Aggregated Position

| Calendar Year | Graduates Employed in the Field in a Single Position | Graduates Employed in the Field in Concurrent Aggregated Positions | Total Graduates Employed in the Field |
|----------------------|---|---|--|
| 2018 | 16 | 0 | 16 |
| 2017 | 9 | 0 | 9 |

Student's Initials: _____ Date: _____

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Self-Employed / Freelance Positions

| Calendar Year | Graduates Employed who are Self-Employed or Working Freelance | Total Graduates Employed in the Field |
|----------------------|--|--|
| 2018 | 16 | 16 |
| 2017 | 9 | 9 |

Institutional Employment

| Calendar Year | Graduates Employed in the Field who are Employed by the Institution, an Employer Owned by the Institution, or an employer who Shares Ownership with the Institution. | Total Graduates Employed in the field. |
|----------------------|---|---|
| 2018 | 0 | 16 |
| 2017 | 0 | 9 |

Student's Initials: _____ Date: _____

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- The period of employment can range from one day to weeks to several months.
- Hours worked in a day or week may be more or less than the traditional 8 hour work day or 40 hour work week.
- You can expect to spend unpaid time expanding your networks, advertising, promoting your services, or honing your skills.
- Once graduates begin to work freelance or are self-employed, they will be asked to provide documentation that they are employed as such so that they may be counted as placed for our job placement records.
- Students initialing this disclosure understand that either a majority or all of this school's graduates are employed in this manner and understand what comprises this work style.

Student's Initials: _____ Date: _____

Only initial after you have had sufficient time to read and understand the information.

License Examination Passage Rates (includes data for the two calendar years prior to reporting)

| Calendar Year | Number of Graduates in Calendar Year | Number of Graduates Taking Exam | Number Who Passed First Available Exam | Number Who Failed First Available Exam | Passage Rate |
|----------------------|---|--|---|---|---------------------|
| 2018 | 16 | N/A | N/A | N/A | N/A |
| 2017 | 9 | N/A | N/A | N/A | N/A |

This program does not require state licensure.

Student's Initials: _____ Date: _____

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Salary and Wage Information (includes data for the two calendar years prior to reporting)

Annual salary and wages reported for graduates employed in the field.

| Calendar Year | Graduates Available for Employment | Graduates Employed in Field | \$0- -\$5,000 | \$5,001 -\$10,000 | \$10,001 -\$15,000 | \$15,001 -\$20,000 | No Salary Information Reported |
|---------------|------------------------------------|-----------------------------|------------------|----------------------|-----------------------|-----------------------|--------------------------------|
| 2018 | 23 | 16 | 0 | 0 | 0 | 0 | 16 |
| 2017 | 19 | 9 | 0 | 0 | 0 | 0 | 9 |

A list of sources used to substantiate salary disclosures is available from the school.

<https://hypnosis.edu/distance/catalog/addendum#Placement-Reasonable-Graduate-Outcome-Expectations>

Student's Initials: _____ Date: _____

Initial only after you have had sufficient time to read and understand the information.

Cost of Educational Program

Total charges for the program for students completing on time in 2018: \$2,500 Total charges will not be higher for students that do not complete on time.

Total charges for the program for students completing on time in 2017: \$2,500 Total charges will not be higher for students that do not complete on time.

Student's Initials: _____ Date: _____

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Students at Hypnosis Motivation Institute are not eligible for federal student loans. This program does not meet the U.S. Department of Education criteria that would allow its students to participate in federal student aid programs.

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Any questions a student may have regarding this fact sheet that have not been satisfactorily answered by the institution may be directed to the Bureau for Private Postsecondary Education at 1747 N. Market Blvd, Suite 225, Sacramento, CA 95834, www.bppe.ca.gov, toll-free telephone number (888) 370-7589 or by fax (916) 263-1897.

Student Name - Print _____

Student Signature _____ Date _____

School Official _____ Date _____

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- “Students Available for Graduation” is the number of students who began the program minus the number of students who have died, been incarcerated, or been called to active military duty.
- “Number of On-time Graduates” is the number of students who completed the program within 100% of the published program length within the reporting calendar year.
- “On-time Completion Rate” is the number of on-time graduates divided by the number of students available for graduation.
- “150% Graduates” is the number of students who completed the program within 150% of the program length (includes on-time graduates).
- “150% Completion Rate” is the number of students who completed the program in the reported calendar year within 150% of the published program length, including on-time graduates, divided by the number of students available for graduation.
- “Graduates Available for Employment” means the number of graduates minus the number of graduates unavailable for employment.
- “Graduates Unavailable for Employment” means the graduates who, after graduation, die, become incarcerated, are called to active military duty, are international students that leave the United States or do not have a visa allowing employment in the United States, or are continuing their education in an accredited or bureau-approved postsecondary institution.
- “Graduates Employed in the Field” means graduates who beginning within six months after a student completes the applicable educational program are gainfully employed, whose employment has been reported, and for whom the institution has documented verification of employment. For occupations for which the state requires passing an examination, the six months period begins after the announcement of the examination results for the first examination available after a student completes an applicable educational program.
- “Placement Rate Employed in the Field” is calculated by dividing the number of graduates gainfully employed in the field by the number of graduates available for employment. “Number of Graduates Taking Exam” is the number of graduates who took the first available exam in the reported calendar year. “First Available Exam Date” is the date for the first available exam after a student completed a program.
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- “Number Who Passed First Available Exam” is the number of graduates who took and passed the first available licensing exam after completing the program.
- “Salary” is as reported by graduate or graduate’s employer.
- “No Salary Information Reported” is the number of graduates for whom, after making reasonable attempts, the school was not able to obtain salary information.

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STUDENT'S RIGHT TO CANCEL

(Student Name), your access to our streaming video lessons and written course materials are delivered/transmitted electronically to you the moment you complete this enrollment agreement. You have the right to cancel and obtain a 100% refund of all monies paid if you cancel your enrollment before the completion of your first lesson or the seventh day after enrollment, whichever is later. Cancellation occurs when you give notice to the school by mail, fax, email, telephone or in person. Online Q&A notification is preferred. This notice need not take any particular format and needs only to state you wish to cancel the agreement with the Institute. Written communication is strongly advised. If you cancel the agreement, or the agreement is cancelled by the Institute and that cancellation results in a refund, the Institute will refund any money owed you within 30 days of the cancellation notice.

For the purposes of determining the date of cancellation, you shall be deemed to have withdrawn from the course when any of the following occurs:

1. You notify the Institute of your withdrawal or the actual date of withdrawal.
2. The Hypnosis Motivation Institute terminates your enrollment, or
3. You fail to return from an approved leave of absence.

You have the right to withdraw from the Institute at any time whether you paid in full or on a payment plan. If you withdraw from the course of instruction after the cancellation period as described in the above paragraph, but before completing 60% of the lessons/quizzes, the school will issue a refund of the total tuition contracted for, multiplied by a fraction, the numerator of which is the number of lessons that the student has completed and the denominator of which is the total number of lessons for which the student enrolled.

For example; if the student enrolls, in the 48 Advanced Course lessons and submits only 12 lessons/quizzes (25%) before canceling their agreement, the student's refund would be the tuition contracted for, (\$2,500.00) multiplied by the percentage of lessons that were contracted for but not completed ($\$2,500.00 \times 75\% = \$1,875.00$ refund).

Eighteen months after the student's Advanced Course start date the enrollment contract automatically expires and there is no refund. If you enrolled in a tuition payment plan you will be responsible to pay the full amount of tuition plus payment plan fees, less the amount of any refund due. At the time of your cancellation, the school will calculate whether you owe the school money or the school owes you a refund based on the number of lessons completed at the time of your cancellation using the same formula described above. If it is determined that you have a tuition balance due based on the number of lessons completed, then the school will continue to collect payments via your payment plan until they have collected the balance/amount of the tuition you still owe. You will be notified of this balance due within 30 days of your cancellation. If you enrolled in a plan that also includes the delivery course materials consisting of 55 DVDs and have received them, the cost of the DVDs will be added to your student balance after the withdrawal calculation is determined. To be eligible for the refund of any of the DVD course materials you must have completed less than 60% of the total lessons/quizzes, and return only the DVD materials for lessons that you have not completed the quiz, in resale condition within 30 days of the notice of cancellation. The institution shall make a refund within 45 days after the student's return of the DVD materials. Students that pay in full for their course will receive immediate access to all of their streaming video course materials and pdf course workbooks. After the transmission of these course materials the institution shall remain obligated to provide the other educational services it agreed to provide, such as responses to student inquiries, student and faculty interaction, and evaluation and comment on lessons submitted by the student for as long as the student remains enrolled.

Student's Initials: _____ **Date:** _____

Initial only after you have had sufficient time to read and understand the information.