

**School Performance Fact Sheet**  
**Calendar Years 2019 and 2020**  
**Barbering Program - 1500 clock hours**

| <b>On-Time Completion Rates (Graduation Rates)</b><br><i>Includes data for the two calendar years prior to reporting</i> |   |  |                                    |                                |
|--|---|--|------------------------------------|--------------------------------|
| <b>Calendar Year</b>   | <b>Number of Students Who Began the Program</b> | <b>Students Available for Graduation</b> | <b>Number of On-Time Graduates</b> | <b>On-Time Completion Rate</b> |
| 2019   | 43  | 43                                       | 22                                 | 51%                            |
| 2020   | 44  | 43                                       | 14                                 | 33%                            |

**Student's Initials:** \_\_\_\_\_ **Date:** \_\_\_\_\_  
 Initial only after you have had sufficient time to read and understand the information.

| <b>Students Completing within 150% of the program published Length (Graduation Rates)</b><br><i>Includes data for the two calendar years prior to reporting</i> |   |  |                       |                             |
|---|---|--|-----------------------|-----------------------------|
| <b>Calendar Year</b>  | <b>Number of Students Who Began the Program</b> | <b>Students Available for Graduation</b> | <b>150% Graduates</b> | <b>150% Completion Rate</b> |
| 2019  | 43  | 43                                       | 31                    | 72%                         |
| 2020  | 44  | 43                                       | 31                    | 72%                         |

**Student's Initials:** \_\_\_\_\_ **Date:** \_\_\_\_\_  
 Initial only after you have had sufficient time to read and understand the information.

| <b>Job Placement Rates (includes data for the two calendar years prior to reporting)</b> |   |                           |   |  |   |
|--|---|---------------------------|---|--|---|
| <b>Calendar Year</b>   | <b>Number of Students Who Began Program</b> | <b>Number of Graduate</b> | <b>Graduates Available for Employment</b> | <b>Graduates Employed in the Field</b> | <b>Placement Rate % Employed in the Field</b> |
| 2019   | 43  | 31                        | 31  | 22                                     | 71%   |
| 2020   | 44  | 32                        | 31  | 14                                     | 45%   |

You may obtain from the school a list of the employment positions determined to be in the field for which a student received education and training. To obtain this list, please ask a school representative or you can review the list in the institution's catalog. [paulmitchell.edu/sacramento](http://paulmitchell.edu/sacramento).

| <b>Gainfully Employed Categories (includes data for the two calendar years prior to reporting)</b> |   |   |  |
|--|---|---|--|
| <b>Part-Time Vs. Full-Time Employment</b>  |   |   |  |
| <b>Calendar Year</b>   | <b>Graduates Employed in the Field 20-29 Hours Per Week</b> | <b>Graduates Employed in the Field at Least 30 Hours Per Week</b> | <b>Total Graduates Employed in the Field</b> |
| 2019   | 13  | 8   | 22   |
| 2020   | 2   | 12  | 14   |

| <b>Single Position Vs. Concurrent Aggregated Position</b> |   |  |  |
|---|---|--|--|
| <b>Calendar Year</b>                                      | <b>Graduates Employed in the Field in a Single Position</b> | <b>Graduates Employed in the Field in Concurrent Aggregated Position</b> | <b>Total Graduates Employed in the Field</b> |
| 2019  | 22  | 0  | 22   |
| 2020  | 12  | 2  | 14   |



| Self - Employed / Freelance Positions |   |                                       |
|---------------------------------------|---|---------------------------------------|
| Calendar Year                         | Graduates Employed who are Self - Employed or Working Freelance | Total Graduates Employed in the Field |
| 2019                                  | 2   | 22                                    |
| 2020                                  | 8   | 14                                    |

| 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 |
| 2019                     | 1   | 22                                    |
| 2020                     | 1   | 14                                    |

Student's Initials: \_\_\_\_\_ Date: \_\_\_\_\_

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

This program may result in free-lance 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: \_\_\_\_\_

Initial only 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 |
| 2019  | 31                                   | 19                              | 17                                     | 2                                      | 89%          |
| 2020  | 32                                   | 13                              | 13                                     | 0                                      | 100%         |

Licensure examination passage data is not available from the state agency administering the examination. We are unable to collect data from 0 graduates.

Student's Initials: \_\_\_\_\_ Date: \_\_\_\_\_

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

| 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 The Field | \$10,001      | \$15,001      | \$20,001      | \$25,001      | \$30,001      | \$35,001      |
|   |                                    |                                 | -<br>\$15,000 | -<br>\$20,000 | -<br>\$25,000 | -<br>\$30,000 | -<br>\$35,000 | -<br>\$40,000 |
| 2019  | 31                                 | 22                              | 2             | 13            | 6             | 0             | 1             | 0             |
| 2020  | 31                                 | 14                              | 3             | 3             | 2             | 1             | 0             | 2             |

| 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   | \$40,001      | \$45,001      | \$50,001      | \$55,001      | \$60,001      | \$95,001       | No Salary Information Reported |
|   | -<br>\$45,000 | -<br>\$50,000 | -<br>\$55,000 | -<br>\$60,000 | -<br>\$95,000 | -<br>\$100,000 |                                |
| 2019  | 0             | 0             | 0             | 0             | 0             | 0              | 0                              |
| 2020  | 0             | 1             | 0             | 1             | 0             | 1              | 0                              |

A list of sources used to substantiate salary disclosures is available from the school. To obtain this list, please ask a school representative. Please email the school director at [alyons@esani.com](mailto:alyons@esani.com)

Student's Initials: \_\_\_\_\_ Date: \_\_\_\_\_

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



Paul Mitchell The School Sacramento  
 2100 Arden Way, Suite 265, Sacramento, CA 95825  
 (916) 646-3523  
 Website: paulmitchell.edu/sacramento

### Cost of Educational Program

Total charges for the program for students completing on-time in 2019: \$ 19,500.00. Total charges may be higher for students that do not complete on time.

Total charges for the program for students completing on-time in 2020: \$ 19,632.00. Total charges may be higher for students that do not complete on time.

**Student's Initials:** \_\_\_\_\_ **Date:** \_\_\_\_\_  
 Initial only after you have had sufficient time to read and understand the information.

| <b>Federal Student Loan Debt</b> |  |  |   |  |
|----------------------------------|--|--|---|--|
| <b>Calendar Year(s)</b>          | <b>Most recent three year cohort default rate, as reported by the United States Department of Education. *</b> | <b>The percentage of enrolled students in 2019/20 receiving federal student loans to pay for this program.</b> | <b>The percentage of graduates in 2019/20 who took out federal student loans to pay for this program.</b> | <b>The average amount of federal student loan debt of 2019/20 graduates who took out federal student loans at this school.</b> |
| 2019                             | 17.2%  | 67%  | 61%   | \$10,120   |
| 2020                             | 8.5%   | 67%  | 81%   | \$12,412   |

\* The 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:** \_\_\_\_\_  
 Initial only after you have had sufficient time to read and understand the information.

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 school may be directed to the Bureau for Private Postsecondary Education at: 1747 N. Market Blvd., Suite 225 Sacramento, CA 95834, [www.bppe.ca.gov](http://www.bppe.ca.gov), toll-free telephone: (888) 370-7589 or by fax (916) 263-1897.

Student Name (Print) \_\_\_\_\_

Student Signature \_\_\_\_\_ Date \_\_\_\_\_

School Official Signature \_\_\_\_\_ Date \_\_\_\_\_

## Definitions

This Program is new. Therefore, the number of student who graduated, the number of students who are placed, or the starting salary you can earn after finishing the educational program are unknown at this time. Information regarding general salary and placement statistics may be available for government sources or from the institution, but is not equivalent to actual data. This program was approved by the Bureau on January 10, 2017. As of January 10, 2019, two full years of data for this program will be available.

- **Number of students who began program** means the number of students who began the program who are scheduled to complete the program within 100% of the published program length within the reporting calendar year, and excludes all the 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 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 graduate 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 the 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 the 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 the 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" - INSTITUTIONAL REFUND/DROP POLICY

- ① Any monies due the student shall be refunded within 30 days of official cancellation or withdrawal. Page 7 of 10

withdrawal shall occur on the earlier of the dates that:

- a. A student is not accepted by the school. This student shall be entitled to a refund of all monies paid to the school except a non-refundable application fee.
  - b. A student (or in the case of a student under legal age, his/her parent or guardian) cancels his/her contract and demands his/her money back in writing, through attendance of the first day of class or the seventh (7) calendar day of signing the enrollment contract, whichever is later. In this case all monies collected by the school shall be refunded except a non-refundable application fee. This policy applies regardless of whether or not the student has actually started training.
  - c. A student who cancels his/her contract through attendance of the first day of class or the seventh (7) calendar day of signing the enrollment contract is entitled to a refund of all monies paid to the school less an application fee of \$75.00.
  - d. A student notifies the institution of his/her official withdrawal in writing.
  - e. A student is expelled by the institution.
  - f. For official cancellations as defined in paragraphs b, c, d, or e, the cancellation date will be determined by the postmark on written notification at the following address: *Paul Mitchell The School Sacramento, 2100 Arden Way, Suite 265, Sacramento, CA 95825* by the date said information is delivered to the school administrator/owner in person. Written cancellations need not take any particular form.
  - g. Monies paid for student kits are refundable.
  - h. A student' on a leave of absence date of withdrawal determination shall be the earlier of the scheduled date of return from the leave of absence or the date the student notifies the school that the student will not be returning.
- 2 You have the right to cancel your enrollment contract and obtain a refund of charges paid through attendance of the first day of class or the seventh (7) calendar day of signing the enrollment contract, whichever is later. **YOU MUST CANCEL IN WRITING.** Students do not have the right to cancel by telephoning the school or by not coming to class.
  - 3 Any monies due a student who unofficially withdraws from the institution shall be refunded within 45 days of a determination by the institution that the student has withdrawn without notifying the institution. Unofficial withdrawals are monitored every 30 days and a determination is made to withdraw a student who has been absent from school for 14 or more consecutive calendar days; the withdrawal date that will be used in this calculation is the student's actual last date of attendance.
  - 4 When situations of mitigating circumstances are in evidence, such as serious illness, a disabling accident, or death in the immediate family, the school may make a settlement that is reasonable and fair to both parties.
  - 5 All extra costs, such as books, equipment, graduation fees, application fee, rentals, and other such charges, are not considered in the tuition adjustment computation if the charges are itemized separately in the enrollment contract.
  - 6 Monies paid for supplies and equipment are refundable through attendance of the first day of class or the seventh (7) calendar days of signing the enrollment contract, whichever is later.
  - 7 If a course and/or program is cancelled subsequent to a student's enrollment, and before instruction in the course and/or program has begun, the school shall either provide a full refund of all monies paid or provide completion of the course and/or program.
  - 8 If a course and/or program is cancelled and ceases to offer instruction after the student has enrolled and instruction has begun, the school shall either provide a full refund of all monies paid or provide completion of the course and/or program.
  - 9 A student's account may be sent to collections for nonpayment.
  - 10 If an institution closes or discontinues a program prior to the completion of the contracted services, the institution shall provide a pro-rata refund only if the Bureau determines the school made provisions for students enrolled at the time of default to complete a comparable educational program at another institution at no additional charge to the student beyond the amount of the total charges in the original enrollment agreement. If the institution does not make that provision, the institution shall provide students a full refund of all institutional charges.
  - 11 A student is entitled to a refund of moneys not paid from federal student aid program funds.

Students are responsible for the amount owed. If a student obtains a student loan, he/she is responsible for repaying the loan amount, plus interest, less the amount of any refund. The institution shall also provide a pro rata refund of institutional charges to students who have completed 60 percent or less of the period of attendance.



If you are eligible for a loan guaranteed by the federal or state government and you default on the loan, both of the following may occur:

- ❶ The federal or state government or a loan guarantee agency may take action against the student, including applying any income tax refund to which the person is entitled to reduce the balance owed on the loan.
- ❷ You may not be eligible for any other federal student financial aid at another institution or other government assistance until the loan is repaid.

An institution that participates in the federal student financial aid programs complies with this article by complying with applicable regulations of the federal student financial aid programs under Title IV of the federal Higher Education Act of 1965.

The institution shall also provide a pro rata refund of nonfederal student financial aid program monies paid for institutional charges to students who have completed 60 percent or less of the period of attendance. The computation is done as follows.

**Step 1:** Compute the hourly charge by dividing the tuition charge by the total hours of the program.

**Step 2:** Compute the tuition earned by multiplying the hourly tuition charge by the hours completed.

**Step 3:** Determine the non-refundable charges such as application fee, equipment and supplies. (Note equipment and supplies are refundable during the cancellation period.)

**Step 4:** Determine the amount paid.

**Step 5:** Subtract the earned charge, and the non-refundable charges from the amount paid.

Below is an example.

Assume:

Instructional Charge (tuition): \$20,010

Program Length: 1600

Hours Completed: 250

Amount Paid: \$8,000

Equipment and Supplies: \$3,471

Non-refundable Application Fee

Cancellation period has passed

**Step 1:** Hourly instructional charge is \$12.50625 ( $\$20,010/\$1600$ ).

**Step 2:** Earned instructional charge is \$3,126.56 ( $\$12.50625 \times 250$ ).

**Step 3:** Non-refundable charges equal \$3,546 (equipment, supplies, and application fee),

**Step 4:** Amount paid is \$8,000.

**Step 5:** Refund Amount is \$1,327.44 (amount paid less earned instructional charges less non-refundable charges)

Paul Mitchell The School Sacramento does not have a pending petition in bankruptcy, has never filed for bankruptcy petition within the preceding five (5) years, nor operated as a debtor in possession or had a petition of bankruptcy filed against it within the preceding five (5) years that resulted in reorganization under Chapter 11 of the United States Bankruptcy Code. (11 U.S. C. Sec. 1101 et seq.)

You have the right to withdraw from a course of instruction at any time. If you withdraw from the course of instruction after the period allowed for cancellation of the agreement, which is until the first day of class session, or the seventh day after the start of the course, whichever is later, the school will remit a refund less a registration fee, if applicable, within 30 days following your withdrawal. You

are obligated to pay only for educational services rendered and for unreturned equipment. IF THE AMOUNT YOU HAVE PAID IS MORE THAN THE AMOUNT YOU OWE FOR THE TIME YOU ATTENDED, THEN A REFUND WILL BE MADE WITHIN 30 DAYS OF WITHDRAWAL. IF THE AMOUNT YOU OWE IS MORE THAN THE AMOUNT YOU HAVE ALREADY PAID, THEN YOU WILL HAVE TO MAKE ARRANGEMENTS TO PAY IT.

REMEMBER, YOU MUST CANCEL IN WRITING. You do not have the right to cancel by telephoning the school or failing to attend classes. If you have any complaints, questions, or problems that you cannot resolve with the school, write or call the Bureau for Private Postsecondary Education 1747 N. Market Blvd., Suite 200, Sacramento, CA 95834, (916) 574-8900 or (888) 370-7589.

If a student obtains a loan to pay for an educational program, the student will have to repay the full amount of the loan plus interest, less the amount of any refund, and that, if the student receives federal student financial aid funds, the student is entitled to a refund of the moneys not paid from federal financial aid funds.

**School Performance Fact Sheet**  
**Calendar Years 2019 and 2020**  
**Cosmetology Program - 1600 clock hours**

| <b>On-Time Completion Rates (Graduation Rates)</b><br><i>Includes data for the two calendar years prior to reporting</i> |   |  |                                    |                                |
|--|---|--|------------------------------------|--------------------------------|
| <b>Calendar Year</b>   | <b>Number of Students Who Began the Program</b> | <b>Students Available for Graduation</b> | <b>Number of On-Time Graduates</b> | <b>On-Time Completion Rate</b> |
| 2019   | 113   | 113                                      | 39                                 | 35%                            |
| 2020   | 98  | 98                                       | 33                                 | 34%                            |

Student's Initials: \_\_\_\_\_ Date: \_\_\_\_\_  
 Initial only after you have had sufficient time to read and understand the information.

| <b>Students Completing within 150% of the program published Length (Graduation Rates)</b><br><i>Includes data for the two calendar years prior to reporting</i> |   |  |                       |                             |
|---|---|--|-----------------------|-----------------------------|
| <b>Calendar Year</b>  | <b>Number of Students Who Began the Program</b> | <b>Students Available for Graduation</b> | <b>150% Graduates</b> | <b>150% Completion Rate</b> |
| 2019  | 113   | 113                                      | 53                    | 47%                         |
| 2020  | 102   | 102                                      | 53                    | 54%                         |

Student's Initials: \_\_\_\_\_ Date: \_\_\_\_\_  
 Initial only after you have had sufficient time to read and understand the information.

| <b>Job Placement Rates (includes data for the two calendar years prior to reporting)</b> |                                      |                     |                                    |                                 |  |
|--|--------------------------------------|---------------------|------------------------------------|---------------------------------|--|
| 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 |
| 2019   | 113                                  | 53                  | 51                                 | 32                              | 63%                                    |
| 2020   | 98                                   | 53                  | 49                                 | 13                              | 27%                                    |

You may obtain from the school a list of the employment positions determined to be in the field for which a student received education and training. To obtain this list, please ask a school representative or you can review the list in the institution's catalog. [paulmitchell.edu/sacramento](http://paulmitchell.edu/sacramento).

| <b>Gainfully Employed Categories (includes data for the two calendar years prior to reporting)</b> |  |   |                                       |
|--|--|---|---------------------------------------|
| <b>Part-Time Vs. Full-Time Employment</b>  |  |   |                                       |
| Calendar Year  | Graduates Employed in the Field 20-29 Hours Per Week | Graduate Employed in the Field at Least 30 Hours Per Week | Total Graduates Employed in the Field |
| 2019   | 10   | 13  | 32                                    |
| 2020   | 6  | 5   | 13                                    |

| <b>Single Position Vs. Concurrent Aggregated Position</b> |  |  |                                       |
|---|--|--|---------------------------------------|
| Calendar Year   | Graduates Employed in the Field in a Single Position | Graduate Employed in the Field in Concurrent Aggregated Position | Total Graduates Employed in the Field |
| 2019  | 32   | 0  | 32                                    |
| 2020  | 12   | 0  | 13                                    |



| Self - Employed / Freelance Positions |   |                                       |
|---------------------------------------|---|---------------------------------------|
| Calendar Year                         | Graduates Employed who are Self - Employed or Working Freelance | Total Graduates Employed in the Field |
| 2019                                  | 8   | 32                                    |
| 2020                                  | 4   | 13                                    |

| 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 |
| 2019                     | 0   | 32                                    |
| 2020                     | 1   | 13                                    |

**Student's Initials:** \_\_\_\_\_ **Date:** \_\_\_\_\_  
**Initial only after you have had sufficient time to read and understand the information.**

This program may result in free-lance 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:** \_\_\_\_\_  
**Initial only 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 |
| 2019  | 53                                   | 42                              | 32                                     | 10                                     | 76%          |
| 2020  | 56                                   | 20                              | 8                                      | 12                                     | 40%          |

Licensure examination passage data is not available from the state agency administering the examination. We are unable to collect data from 0 graduates.

Student's Initials: \_\_\_\_\_ Date: \_\_\_\_\_

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

| 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 The Field | \$10,001 - \$15,000 | \$15,001 - \$20,000 | \$20,001 - \$25,000 | \$25,001 - \$30,000 | \$30,001 - \$35,000 | \$35,001 - \$40,000 |
| 2019  | 53                                 | 32                              | 5                   | 22                  | 1                   | 4                   | 0                   | 0                   |
| 2020  | 52                                 | 13                              | 2                   | 4                   | 0                   | 0                   | 2                   | 1                   |

| 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   | \$40,001 - \$45,000 | \$45,001 - \$50,000 | \$50,001 - \$55,000 | \$55,001 - \$60,000 | \$60,001 - \$65,000 | \$80,001 - \$85,000 | No Salary Information Reported |
| 2019  | 0                   | 0                   | 0                   | 0                   | 0                   | 0                   | 0                              |
| 2020  | 1                   | 0                   | 0                   | 1                   | 1                   | 1                   | 0                              |

A list of sources used to substantiate salary disclosures is available from the school. To obtain this list, please ask a school representative. Please email the school director at [alyons@esani.com](mailto:alyons@esani.com)

Student's Initials: \_\_\_\_\_ Date: \_\_\_\_\_

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



Paul Mitchell The School Sacramento  
 2100 Arden Way, Suite 265, Sacramento, CA 95825  
 (916) 646-3523  
 Website: paulmitchell.edu/sacramento

### Cost of Educational Program

Total charges for the program for students completing on-time in 2019: \$ 22,375.00. Total charges may be higher for students that do not complete on time.

Total charges for the program for students completing on-time in 2020: \$ 23,556.00. Total charges may be higher for students that do not complete on time.

**Student's Initials:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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

| <b>Federal Student Loan Debt</b> |  |  |   |  |
|----------------------------------|--|--|---|--|
| <b>Calendar Year(s)</b>          | <b>Most recent three year cohort default rate, as reported by the United States Department of Education. *</b> | <b>The percentage of enrolled students in 2019/20 receiving federal student loans to pay for this program.</b> | <b>The percentage of graduates in 2019/20 who took out federal student loans to pay for this program.</b> | <b>The average amount of federal student loan debt of 2019/20 graduates who took out federal student loans at this school.</b> |
| 2019                             | 17.2%  | 71%  | 87%   | \$12,890   |
| 2020                             | 8.5%   | 69%  | 91%   | \$14,510   |

\* The 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:** \_\_\_\_\_

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

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 school may be directed to the Bureau for Private Postsecondary Education at: 1747 N. Market Blvd., Suite 225 Sacramento, CA 95834, [www.bppe.ca.gov](http://www.bppe.ca.gov), toll-free telephone: (888) 370-7589 or by fax (916) 263-1897.

Student Name (Print) \_\_\_\_\_

Student Signature \_\_\_\_\_

Date \_\_\_\_\_

School Official Signature \_\_\_\_\_

Date \_\_\_\_\_



## Definitions

- **Number of students who began program** means the number of students who began the program who are scheduled to complete the program within 100% of the published program length within the reporting calendar year, and excludes all the 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 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 graduate 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 the 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 the 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 the 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" - INSTITUTIONAL REFUND/DROP POLICY

- ① Any monies due the student shall be refunded within 30 days of official cancellation or withdrawal. Official cancellation or withdrawal shall occur on the earlier of the dates that:
  - a. A student is not accepted by the school. This student shall be entitled to a refund of all monies paid to the school except a non-refundable application fee.
  - b. A student (or in the case of a student under legal age, his/her parent or guardian) cancels his/her contract and demands his/her money back in writing, through attendance of the first day of class or the seventh (7) calendar day of signing the enrollment contract, whichever is later. In this case all monies collected by the school shall be refunded except a non-refundable application fee. This policy applies regardless of whether or not the student has actually started training.
  - c. A student who cancels his/her contract through attendance of the first day of class or the seventh (7) calendar day of signing the enrollment contract is entitled to a refund of all monies paid to the school less an application fee of \$75.00.
  - d. A student notifies the institution of his/her official withdrawal in writing.
  - e. A student is expelled by the institution.
  - f. For official cancellations as defined in paragraphs b, c, d, or e, the cancellation date will be determined by the postmark on written notification at the following address: *Paul Mitchell The School Sacramento, 2100 Arden Way, Suite 265, Sacramento, CA 95825* by the date said information is delivered to the school administrator/owner in person. Written cancellations need not take any particular form.
  - g. Monies paid for student kits are refundable.
  - h. A student' on a leave of absence date of withdrawal determination shall be the earlier of the scheduled date of return from the leave of absence or the date the student notifies the school that the student will not be returning.
- ② You have the right to cancel your enrollment contract and obtain a refund of charges paid through attendance of the first day of class or the seventh (7) calendar day of signing the enrollment contract, whichever is later. **YOU MUST CANCEL IN WRITING.** Students do not have the right to cancel by telephoning the school or by not coming to class.
- ③ Any monies due a student who unofficially withdraws from the institution shall be refunded within 45 days of a determination by the institution that the student has withdrawn without notifying the institution. Unofficial withdrawals are monitored every 30 days and a determination is made to withdraw a student who has been absent from school for 14 or more consecutive calendar days; the withdrawal date that will be used in this calculation is the student's actual last date of attendance.
- ④ When situations of mitigating circumstances are in evidence, such as serious illness, a disabling accident, or death in the immediate family, the school may make a settlement that is reasonable and fair to both parties.
- ⑤ All extra costs, such as books, equipment, graduation fees, application fee, rentals, and other such charges, are not considered in the tuition adjustment computation if the charges are itemized separately in the enrollment contract.
- ⑥ Monies paid for supplies and equipment are refundable through attendance of the first day of class or the seventh (7) calendar days of signing the enrollment contract, whichever is later.
- ⑦ If a course and/or program is cancelled subsequent to a student's enrollment, and before instruction in the course and/or program has begun, the school shall either provide a full refund of all monies paid or provide completion of the course and/or program.
- ⑧ If a course and/or program is cancelled and ceases to offer instruction after the student has enrolled and instruction has begun, the school shall either provide a full refund of all monies paid or provide completion of the course and/or program.
- ⑨ A student's account may be sent to collections for nonpayment.
- ⑩ If an institution closes or discontinues a program prior to the completion of the contracted services, the institution shall provide a pro-rata refund only if the Bureau determines the school made provisions for students enrolled at the time of default to complete a comparable educational program at another institution at no additional charge to the student beyond the amount of the total charges in the original enrollment agreement. If the institution does not make that provision, the institution shall provide students a full refund of all institutional charges.
- ⑪ A student is entitled to a refund of moneys not paid from federal student aid program funds.

Students are responsible for the amount owed. If a student obtains a student loan, he/she is responsible for repaying the loan amount, plus interest, less the amount of any refund. The institution shall also provide a pro rata refund of nonfederal student financial aid program monies paid for institutional charges to students who have completed 60 percent or less of the period of attendance.

If you are eligible for a loan guaranteed by the federal or state government and you default on the loan, both of the following may occur:

- ❶ The federal or state government or a loan guarantee agency may take action against the student, including applying any income tax refund to which the person is entitled to reduce the balance owed on the loan.
- ❷ You may not be eligible for any other federal student financial aid at another institution or other government assistance until the loan is repaid.

An institution that participates in the federal student financial aid programs complies with this article by complying with applicable regulations of the federal student financial aid programs under Title IV of the federal Higher Education Act of 1965.

The institution shall also provide a pro rata refund of nonfederal student financial aid program monies paid for institutional charges to students who have completed 60 percent or less of the period of attendance. The computation is done as follows.

**Step 1:** Compute the hourly charge by dividing the tuition charge by the total hours of the program.

**Step 2:** Compute the tuition earned by multiplying the hourly tuition charge by the hours completed.

**Step 3:** Determine the non-refundable charges such as application fee, equipment and supplies. (Note equipment and supplies are refundable during the cancellation period.)

**Step 4:** Determine the amount paid.

**Step 5:** Subtract the earned charge, and the non-refundable charges from the amount paid.

Below is an example.

Assume:

Instructional Charge (tuition): \$20,010

Program Length: 1600

Hours Completed: 250

Amount Paid: \$8,000

Equipment and Supplies: \$3,471

Non-refundable Application Fee

Cancellation period has passed

**Step 1:** Hourly instructional charge is \$12.50625 ( $\$20,010/\$1600$ ).

**Step 2:** Earned instructional charge is \$3,126.56 ( $\$12.50625 \times 250$ ).

**Step 3:** Non-refundable charges equal \$3,546 (equipment, supplies, and application fee),

**Step 4:** Amount paid is \$8,000.

**Step 5:** Refund Amount is \$1,327.44 (amount paid less earned instructional charges less non-refundable charges)

Paul Mitchell The School Sacramento and Paul Mitchell The School San Jose does not have a pending petition in bankruptcy, has never filed for bankruptcy petition within the preceding five (5) years, nor operated as a debtor in possession or had a petition of bankruptcy filed against it within the preceding five (5) years that resulted in reorganization under Chapter 11 of the United States Bankruptcy Code.

(11 U.S. C. Sec. 1101 et seq.)

You have the right to withdraw from a course of instruction at any time. If you withdraw from the course of instruction after the period allowed for cancellation of the agreement, which is until the first day of class session, or the seventh (7) calendar day after enrollment, whichever is later, the school will remit a refund less a registration fee, if applicable, within 30 days following your withdrawal. You are obligated to pay only for educational services rendered and for unreturned equipment. IF THE AMOUNT YOU HAVE PAID IS MORE THAN THE AMOUNT YOU OWE FOR THE TIME YOU ATTENDED, THEN A REFUND WILL BE MADE WITHIN 30 DAYS OF WITHDRAWAL. IF THE AMOUNT YOU OWE IS MORE THAN THE AMOUNT YOU HAVE ALREADY PAID, THEN YOU WILL HAVE TO MAKE ARRANGEMENTS TO PAY IT.

REMEMBER, YOU MUST CANCEL IN WRITING. You do not have the right to cancel by telephoning the school or failing to attend classes. If you have any complaints, questions, or problems that you cannot resolve with the school, write or call the Bureau for Private Postsecondary Education 1747 N. Market Blvd., Suite 200, Sacramento, CA 95834, (916) 574-8900 or (888) 370-7589.

If a student obtains a loan to pay for an educational program, the student will have to repay the full amount of the loan plus interest, less the amount of any refund, and that, if the student receives federal student financial aid funds, the student is entitled to a refund of the moneys not paid from federal financial aid funds.

**School Performance Fact Sheet**  
 Calendar Years 2019 and 2020  
 Esthetics Program - 600 clock hours

| <b>On-Time Completion Rates (Graduation Rates)</b><br><i>Includes data for the two calendar years prior to reporting</i> |  |                                   |                             |                         |
|--|--|-----------------------------------|-----------------------------|-------------------------|
| Calendar Year  | Number of Students Who Began the Program | Students Available for Graduation | Number of On-Time Graduates | On-Time Completion Rate |
| 2019   | 137                                      | 137                               | 107                         | 78%                     |
| 2020   | 171                                      | 171                               | 99                          | 58%                     |

Student's Initials: \_\_\_\_\_ Date: \_\_\_\_\_  
 Initial only after you have had sufficient time to read and understand the information.

| <b>Students Completing within 150% of the program published Length (Graduation Rates)</b><br><i>Includes data for the two calendar years prior to reporting</i> |  |                                   |                |                      |
|---|--|-----------------------------------|----------------|----------------------|
| Calendar Year   | Number of Students Who Began the Program | Students Available for Graduation | 150% Graduates | 150% Completion Rate |
| 2019  | 137                                      | 137                               | 120            | 88%                  |
| 2020  | 171                                      | 171                               | 141            | 82%                  |

Student's Initials: \_\_\_\_\_ Date: \_\_\_\_\_  
 Initial only after you have had sufficient time to read and understand the information.

| <b>Job Placement Rates (includes data for the two calendar years prior to reporting)</b> |                                      |                     |                                    |                                 |  |
|--|--------------------------------------|---------------------|------------------------------------|---------------------------------|--|
| 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 |
| 2019   | 137                                  | 120                 | 116                                | 73                              | 63%                                    |
| 2020   | 171                                  | 149                 | 148                                | 33                              | 22%                                    |

You may obtain from the school a list of the employment positions determined to be in the field for which a student received education and training. To obtain this list, please ask a school representative or you can review the list in the institution's catalog. [paulmitchell.edu/sacramento](http://paulmitchell.edu/sacramento).

| <b>Gainfully Employed Categories (includes data for the two calendar years prior to reporting)</b> |  |   |                                       |
|--|--|---|---------------------------------------|
| <b>Part-Time Vs. Full-Time Employment</b>  |  |   |                                       |
| Calendar Year  | Graduates Employed in the Field 20-29 Hours Per Week | Graduate Employed in the Field at Least 30 Hours Per Week | Total Graduates Employed in the Field |
| 2019   | 17   | 20  | 73                                    |
| 2020   | 11   | 6   | 33                                    |

| <b>Single Position Vs. Concurrent Aggregated Position</b> |  |  |                                       |
|---|--|--|---------------------------------------|
| Calendar Year   | Graduates Employed in the Field in a Single Position | Graduate Employed in the Field in Concurrent Aggregated Position | Total Graduates Employed in the Field |
| 2019  | 73   | 0  | 73                                    |
| 2020  | 32   | 0  | 33                                    |

| <b>Self - Employed / Freelance Positions</b> |  |  |
|--|--|--|
| <b>Calendar Year</b>                         | <b>Graduates Employed who are Self - Employed or Working Freelance</b> | <b>Total Graduates Employed in the Field</b> |
| 2019   | 34   | 73   |
| 2020   | 21   | 33   |

| <b>Institutional Employment</b> |  |  |
|---------------------------------|--|--|
| <b>Calendar Year</b>            | <b>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</b> | <b>Total Graduates Employed in the Field</b> |
| 2019                            | 0  | 73   |
| 2020                            | 0  | 33   |

**Student's Initials:** \_\_\_\_\_ **Date:** \_\_\_\_\_  
**Initial only after you have had sufficient time to read and understand the information.**

This program may result in free-lance 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:** \_\_\_\_\_  
**Initial only 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 |
|---------------|--------------------------------------|---------------------------------|--|--|--------------|
| 2019          | 120                                  | 97                              | 94                                     | 3                                      | 97%          |
| 2020          | 149                                  | 79                              | 67                                     | 12                                     | 85%          |

Licensure examination passage data is not available from the state agency administering the examination. We are unable to collect data from 0 graduates.

Student's Initials: \_\_\_\_\_ Date: \_\_\_\_\_

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



**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 The Field | \$10,001 - \$15,000 | \$15,001 - \$20,000 | \$20,001 - \$25,000 | \$25,001 - \$30,000 | \$30,001 - \$35,000 | \$35,001 - \$40,000 |
|---------------|------------------------------------|---------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| 2019          | 120                                | 73                              | 8                   | 41                  | 6                   | 7                   | 2                   | 2                   |
| 2020          | 148                                | 33                              | 7                   | 10                  | 4                   | 1                   | 1                   | 2                   |

**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 | \$40,001 - \$45,000 | \$45,001 - \$50,000 | \$70,001 - \$75,000 | No Salary Information Reported |
|---------------|---------------------|---------------------|---------------------|--------------------------------|
| 2019          | 2                   | 1                   | 0                   | 4                              |
| 2020          | 0                   | 1                   | 0                   | 7                              |

A list of sources used to substantiate salary disclosures is available from the school. To obtain this list, please ask a school representative. Please email the school director at [alyons@esani.com](mailto:alyons@esani.com)

**Student's Initials:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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



Paul Mitchell The School Sacramento  
2100 Arden Way, Suite 265, Sacramento, CA 95825  
(916) 646-3523  
Website: paulmitchell.edu/sacramento

### Cost of Educational Program

Total charges for the program for students completing on-time in 2019: \$ 9,975.00. Total charges may be higher for students that do not complete on time.

Total charges for the program for students completing on-time in 2020: \$ 11,085.00. Total charges may be higher for students that do not complete on time.

**Student's Initials:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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

| <b>Federal Student Loan Debt</b> |  |  |   |  |
|----------------------------------|--|--|---|--|
| <b>Calendar Year(s)</b>          | <b>Most recent three year cohort default rate, as reported by the United States Department of Education. *</b> | <b>The percentage of enrolled students in 2019/20 receiving federal student loans to pay for this program.</b> | <b>The percentage of graduates in 2019/20 who took out federal student loans to pay for this program.</b> | <b>The average amount of federal student loan debt of 2019/20 graduates who took out federal student loans at this school.</b> |
| 2019                             | 17.2%  | 69%  | 79%   | \$5,395.59   |
| 2020                             | 8.5%   | 68%  | 78%   | \$5,240.96   |

\* The 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:** \_\_\_\_\_

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

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Student Name (Print) \_\_\_\_\_

Student Signature \_\_\_\_\_

Date \_\_\_\_\_

School Official Signature \_\_\_\_\_

Date \_\_\_\_\_

## **Definitions**

- **Number of students who began program** means the number of students who began the program who are scheduled to complete the program within 100% of the published program length within the reporting calendar year, and excludes all the 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 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 graduate 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 the 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 the 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 the 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" - INSTITUTIONAL REFUND/DROP POLICY

- ① Any monies due the student shall be refunded within 30 days of official cancellation or withdrawal. Official cancellation or withdrawal shall occur on the earlier of the dates that:
  - a. A student is not accepted by the school. This student shall be entitled to a refund of all monies paid to the school except a non-refundable application fee.
  - b. A student (or in the case of a student under legal age, his/her parent or guardian) cancels his/her contract and demands his/her money back in writing, through attendance of the first day of class or the seventh (7) calendar day of signing the enrollment contract, whichever is later. In this case all monies collected by the school shall be refunded except a non-refundable application fee. This policy applies regardless of whether or not the student has actually started training.
  - c. A student who cancels his/her contract through attendance of the first day of class or the seventh (7) calendar day of signing the enrollment contract is entitled to a refund of all monies paid to the school less an application fee of \$75.00.
  - d. A student notifies the institution of his/her official withdrawal in writing.
  - e. A student is expelled by the institution.
  - f. For official cancellations as defined in paragraphs b, c, d, or e, the cancellation date will be determined by the postmark on written notification at the following address: *Paul Mitchell The School Sacramento, 2100 Arden Way, Suite 265, Sacramento, CA 95825* by the date said information is delivered to the school administrator/owner in person. Written cancellations need not take any particular form.
  - g. Monies paid for student kits are refundable.
  - h. A student' on a leave of absence date of withdrawal determination shall be the earlier of the scheduled date of return from the leave of absence or the date the student notifies the school that the student will not be returning.
- ② You have the right to cancel your enrollment contract and obtain a refund of charges paid through attendance of the first day of class or the seventh (7) calendar day of signing the enrollment contract, whichever is later. **YOU MUST CANCEL IN WRITING.** Students do not have the right to cancel by telephoning the school or by not coming to class.
- ③ Any monies due a student who unofficially withdraws from the institution shall be refunded within 45 days of a determination by the institution that the student has withdrawn without notifying the institution. Unofficial withdrawals are monitored every 30 days and a determination is made to withdraw a student who has been absent from school for 14 or more consecutive calendar days; the withdrawal date that will be used in this calculation is the student's actual last date of attendance.
- ④ When situations of mitigating circumstances are in evidence, such as serious illness, a disabling accident, or death in the immediate family, the school may make a settlement that is reasonable and fair to both parties.
- ⑤ All extra costs, such as books, equipment, graduation fees, application fee, rentals, and other such charges, are not considered in the tuition adjustment computation if the charges are itemized separately in the enrollment contract.
- ⑥ Monies paid for supplies and equipment are refundable through attendance of the first day of class or the seventh (7) calendar days of signing the enrollment contract, whichever is later.
- ⑦ If a course and/or program is cancelled subsequent to a student's enrollment, and before instruction in the course and/or program has begun, the school shall either provide a full refund of all monies paid or provide completion of the course and/or program.
- ⑧ If a course and/or program is cancelled and ceases to offer instruction after the student has enrolled and instruction has begun, the school shall either provide a full refund of all monies paid or provide completion of the course and/or program.
- ⑨ A student's account may be sent to collections for nonpayment.
- ⑩ If the school closes permanently and no longer offers instruction after a student has enrolled, the school will provide a pro rata refund of tuition to the student.
- ⑪ A student is entitled to a refund of moneys not paid from federal student aid program funds.

Students are responsible for the amount owed. If a student obtains a student loan, he/she is responsible for repaying the loan amount, plus interest, less the amount of any refund. The institution shall also provide a pro rata refund of nonfederal student financial aid program monies paid for institutional charges to students who have completed 60 percent or less of the period of attendance.

If you are eligible for a loan guaranteed by the federal or state government and you default on the loan, both of the following may occur:

- ❶ The federal or state government or a loan guarantee agency may take action against the student, including applying any income tax refund to which the person is entitled to reduce the balance owed on the loan.
- ❷ You may not be eligible for any other federal student financial aid at another institution or other government assistance until the loan is repaid.

An institution that participates in the federal student financial aid programs complies with this article by complying with applicable regulations of the federal student financial aid programs under Title IV of the federal Higher Education Act of 1965.

The institution shall also provide a pro rata refund of nonfederal student financial aid program monies paid for institutional charges to students who have completed 60 percent or less of the period of attendance. The computation is done as follows.

**Step 1:** Compute the hourly charge by dividing the tuition charge by the total hours of the program.

**Step 2:** Compute the tuition earned by multiplying the hourly tuition charge by the hours completed.

**Step 3:** Determine the non-refundable charges such as application fee, equipment and supplies. (Note equipment and supplies are refundable during the cancellation period.)

**Step 4:** Determine the amount paid.

**Step 5:** Subtract the earned charge, and the non-refundable charges from the amount paid.

Below is an example.

Assume:

Instructional Charge (tuition): \$20,010

Program Length: 1600

Hours Completed: 250

Amount Paid: \$8,000

Equipment and Supplies: \$3,471

Non-refundable Application Fee

Cancellation period has passed

**Step 1:** Hourly instructional charge is \$12.50625 ( $\$20,010/\$1600$ ).

**Step 2:** Earned instructional charge is \$3,126.56 ( $\$12.50625 \times 250$ ).

**Step 3:** Non-refundable charges equal \$3,546 (equipment, supplies, and application fee),

**Step 4:** Amount paid is \$8,000.

**Step 5:** Refund Amount is \$1,327.44 (amount paid less earned instructional charges less non-refundable charges)

Paul Mitchell The School Sacramento and Paul Mitchell The School San Jose does not have a pending petition in bankruptcy, has never filed for bankruptcy petition within the preceding five (5) years, nor operated as a debtor in possession or had a petition of bankruptcy filed against it within the preceding five (5) years that resulted in reorganization under Chapter 11 of the United States Bankruptcy Code.

(11 U.S. C. Sec. 1101 et seq.)

You have the right to withdraw from a course of instruction at any time. If you withdraw from the course of instruction after the period allowed for cancellation of the agreement, which is until the first day of class session, or the seventh (7) calendar day after enrollment, whichever is later, the school will remit a refund less a registration fee, if applicable, within 30 days following your withdrawal. You are obligated to pay only for educational services rendered and for unreturned equipment. IF THE AMOUNT YOU HAVE PAID IS MORE THAN THE AMOUNT YOU OWE FOR THE TIME YOU ATTENDED, THEN A REFUND WILL BE MADE WITHIN 30 DAYS OF WITHDRAWAL. IF THE AMOUNT YOU OWE IS MORE THAN THE AMOUNT YOU HAVE ALREADY PAID, THEN YOU WILL HAVE TO MAKE ARRANGEMENTS TO PAY IT.

REMEMBER, YOU MUST CANCEL IN WRITING. You do not have the right to cancel by telephoning the school or failing to attend classes. If you have any complaints, questions, or problems that you cannot resolve with the school, write or call the Bureau for Private Postsecondary Education 1747 N. Market Blvd., Suite 200, Sacramento, CA 95834, (916) 574-8900 or (888) 370-7589.

If a student obtains a loan to pay for an educational program, the student will have to repay the full amount of the loan plus interest, less the amount of any refund, and that, if the student receives federal student financial aid funds, the student is entitled to a refund of the moneys not paid from federal financial aid funds.

**School Performance Fact Sheet**  
 Calendar Years 2019 and 2020  
 Nail Care Program - 400 clock hours

| <b>On-Time Completion Rates (Graduation Rates)</b><br><i>Includes data for the two calendar years prior to reporting</i> |  |                                   |                             |                         |
|--|--|-----------------------------------|-----------------------------|-------------------------|
| Calendar Year  | Number of Students Who Began the Program | Students Available for Graduation | Number of On-Time Graduates | On-Time Completion Rate |
| 2019   | 0  | 0                                 | 0                           | 0                       |
| 2020   | 0  | 0                                 | 0                           | 0                       |

Student's Initials: \_\_\_\_\_ Date: \_\_\_\_\_  
 Initial only after you have had sufficient time to read and understand the information.

| <b>Students Completing within 150% of the program published Length (Graduation Rates)</b><br><i>Includes data for the two calendar years prior to reporting</i> |  |                                   |                |                      |
|---|--|-----------------------------------|----------------|----------------------|
| Calendar Year   | Number of Students Who Began the Program | Students Available for Graduation | 150% Graduates | 150% Completion Rate |
| 2019  | 0  | 0                                 | 0              | 0                    |
| 2020  | 0  | 0                                 | 0              | 0                    |

Student's Initials: \_\_\_\_\_ Date: \_\_\_\_\_  
 Initial only after you have had sufficient time to read and understand the information.

| <b>Job Placement Rates (includes data for the two calendar years prior to reporting)</b> |                                      |                    |                                    |                                 |  |
|--|--------------------------------------|--------------------|------------------------------------|---------------------------------|--|
| Calendar Year  | Number of Students Who Began Program | Number of Graduate | Graduates Available for Employment | Graduates Employed in the Field | Placement Rate % Employed in the Field |
| 2019   | 0                                    | 0                  | 0                                  | 0                               | 0                                      |
| 2020   | 0                                    | 0                  | 0                                  | 0                               | 0                                      |

You may obtain from the school a list of the employment positions determined to be in the field for which a student received education and training. To obtain this list, please ask a school representative or you can review the list in the institution's catalog. [paulmitchell.edu/sacramento](http://paulmitchell.edu/sacramento).

| <b>Gainfully Employed Categories (includes data for the two calendar years prior to reporting)</b> |   |   |                                       |
|--|---|---|---------------------------------------|
| <b>Part-Time Vs. Full-Time Employment</b>  |   |   |                                       |
| Calendar Year  | Graduate Employed in the Field 20-29 Hours Per Week | Graduate Employed in the Field at Least 30 Hours Per Week | Total Graduates Employed in the Field |
| 2019   | 0   | 0   | 0                                     |
| 2020   | 0   | 0   | 0                                     |

| <b>Single Position Vs. Concurrent Aggregated Position</b> |   |  |                                       |
|---|---|--|---------------------------------------|
| Calendar Year   | Graduate Employed in the Field in a Single Position | Graduate Employed in the Field in Concurrent Aggregated Position | Total Graduates Employed in the Field |
| 2019  | 0   | 0  | 0                                     |
| 2020  | 0   | 0  | 0                                     |





| <b>Self - Employed / Freelance Positions</b> |   |  |
|--|---|--|
| <b>Calendar Year</b>                         | <b>Graduate Employed who are Self - Employed or Working Freelance</b> | <b>Total Graduates Employed in the Field</b> |
| 2019   | 0   | 0  |
| 2020   | 0   | 0  |

| <b>Institutional Employment</b> |   |  |
|---------------------------------|---|--|
| <b>Calendar Year</b>            | <b>Graduate 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</b> | <b>Total Graduates Employed in the Field</b> |
| 2019                            | 0   | 0  |
| 2020                            | 0   | 0  |

**Student's Initials:** \_\_\_\_\_ **Date:** \_\_\_\_\_  
**Initial only after you have had sufficient time to read and understand the information.**

This program may result in free-lance 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:** \_\_\_\_\_  
**Initial only 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 |
| 2019  | 0                                    | 0                               | 0                                      | 0                                      | 0            |
| 2020  | 0                                    | 0                               | 0                                      | 0                                      | 0            |

Licensure examination passage data is not available from the state agency administering the examination. We are unable to collect data from 0 graduates.

Student's Initials: \_\_\_\_\_ Date: \_\_\_\_\_

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

**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 The Field | \$20,001 - \$25,000 | \$35,001 - \$40,000 | \$40,001 - \$45,000 | \$45,001 - \$50,000 | No Salary Information Reported |
|---------------|------------------------------------|---------------------------------|---------------------|---------------------|---------------------|---------------------|--------------------------------|
| 2019          | 0                                  | 0                               | 0                   | 0                   | 0                   | 0                   | 0                              |
| 2020          | 0                                  | 0                               | 0                   | 0                   | 0                   | 0                   | 0                              |

A list of sources used to substantiate salary disclosures is available from the school. To obtain this list, please ask a school representative. Please email the school director at [alyons@esani.com](mailto:alyons@esani.com)

**Student's Initials:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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



Paul Mitchell The School Sacramento  
 2100 Arden Way, Suite 265, Sacramento, CA 95825  
 (916) 646-3523  
 Website: paulmitchell.edu/sacramento

### Cost of Educational Program

Total charges for the program for students completing on-time in 2019: \$ 10,075.00. Total charges may be higher for students that do not complete on time.

Total charges for the program for students completing on-time in 2020: \$ 10,075.00. Total charges may be higher for students that do not complete on time.

**Student's Initials:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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

| <b>Federal Student Loan Debt</b> |  |  |   |  |
|----------------------------------|--|--|---|--|
| <b>Calendar Year(s)</b>          | <b>Most recent three year cohort default rate, as reported by the United States Department of Education. *</b> | <b>The percentage of enrolled students in 2019/20 receiving federal student loans to pay for this program.</b> | <b>The percentage of graduates in 2019/20 who took out federal student loans to pay for this program.</b> | <b>The average amount of federal student loan debt of 2019/20 graduates who took out federal student loans at this school.</b> |
| 2019                             | 17.2%  | N/A  | N/A   | N/A  |
| 2020                             | 8.5%   | N/A  | N/A   | N/A  |

\* The 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:** \_\_\_\_\_

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

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 school may be directed to the Bureau for Private Postsecondary Education at: 1747 N. Market Blvd., Suite 225 Sacramento, CA 95834, [www.bppe.ca.gov](http://www.bppe.ca.gov), toll-free telephone: (888) 370-7589 or by fax (916) 263-1897.

Student Name (Print) \_\_\_\_\_

Student Signature \_\_\_\_\_

Date \_\_\_\_\_

School Official Signature \_\_\_\_\_

Date \_\_\_\_\_

## **Definitions**

- **Number of students who began program** means the number of students who began the program who are scheduled to complete the program within 100% of the published program length within the reporting calendar year, and excludes all the 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 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 graduate 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 the 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 the 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 the 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" - INSTITUTIONAL REFUND/DROP POLICY

- ① Any monies due the student shall be refunded within 30 days of official cancellation or withdrawal. Official cancellation or withdrawal shall occur on the earlier of the dates that:
  - a. A student is not accepted by the school. This student shall be entitled to a refund of all monies paid to the school except a non-refundable application fee.
  - b. A student (or in the case of a student under legal age, his/her parent or guardian) cancels his/her contract and demands his/her money back in writing, through attendance of the first day of class or the seventh (7) calendar day of signing the enrollment contract, whichever is later. In this case all monies collected by the school shall be refunded except a non-refundable application fee. This policy applies regardless of whether or not the student has actually started training.
  - c. A student who cancels his/her contract through attendance of the first day of class or the seventh (7) calendar day of signing the enrollment contract is entitled to a refund of all monies paid to the school less an application fee of \$75.00.
  - d. A student notifies the institution of his/her official withdrawal in writing.
  - e. A student is expelled by the institution.
  - f. For official cancellations as defined in paragraphs b, c, d, or e, the cancellation date will be determined by the postmark on written notification at the following address: *Paul Mitchell The School Sacramento, 2100 Arden Way, Suite 265, Sacramento, CA 95825* by the date said information is delivered to the school administrator/owner in person. Written cancellations need not take any particular form.
  - g. Monies paid for student kits are refundable.
  - h. A student' on a leave of absence date of withdrawal determination shall be the earlier of the scheduled date of return from the leave of absence or the date the student notifies the school that the student will not be returning.
- ② You have the right to cancel your enrollment contract and obtain a refund of charges paid through attendance of the first day of class or the seventh (7) calendar day of signing the enrollment contract, whichever is later. **YOU MUST CANCEL IN WRITING.** Students do not have the right to cancel by telephoning the school or by not coming to class.
- ③ Any monies due a student who unofficially withdraws from the institution shall be refunded within 45 days of a determination by the institution that the student has withdrawn without notifying the institution. Unofficial withdrawals are monitored every 30 days and a determination is made to withdraw a student who has been absent from school for 14 or more consecutive calendar days; the withdrawal date that will be used in this calculation is the student's actual last date of attendance.
- ④ When situations of mitigating circumstances are in evidence, such as serious illness, a disabling accident, or death in the immediate family, the school may make a settlement that is reasonable and fair to both parties.
- ⑤ All extra costs, such as books, equipment, graduation fees, application fee, rentals, and other such charges, are not considered in the tuition adjustment computation if the charges are itemized separately in the enrollment contract.
- ⑥ Monies paid for supplies and equipment are refundable through attendance of the first day of class or the seventh (7) calendar days of signing the enrollment contract, whichever is later.
- ⑦ If a course and/or program is cancelled subsequent to a student's enrollment, and before instruction in the course and/or program has begun, the school shall either provide a full refund of all monies paid or provide completion of the course and/or program.
- ⑧ If a course and/or program is cancelled and ceases to offer instruction after the student has enrolled and instruction has begun, the school shall either provide a full refund of all monies paid or provide completion of the course and/or program.
- ⑨ A student's account may be sent to collections for nonpayment.
- ⑩ If an institution closes or discontinues a program prior to the completion of the contracted services, the institution shall provide a pro-rata refund only if the Bureau determines the school made provisions for students enrolled at the time of default to complete a comparable educational program at another institution at no additional charge to the student beyond the amount of the total charges in the original enrollment agreement. If the institution does not make that provision, the institution shall provide students a full refund of all institutional charges.
- ⑪ A student is entitled to a refund of moneys not paid from federal student aid program funds.

Students are responsible for the amount owed. If a student obtains a student loan, he/she is responsible for repaying the loan amount, plus interest, less the amount of any refund. The institution shall also provide a pro rata refund of nonfederal student financial aid program monies paid for institutional charges to students who have completed 60 percent or less of the period of attendance.

If you are eligible for a loan guaranteed by the federal or state government and you default on the loan, both of the following may occur:

- ❶ The federal or state government or a loan guarantee agency may take action against the student, including applying any income tax refund to which the person is entitled to reduce the balance owed on the loan.
- ❷ You may not be eligible for any other federal student financial aid at another institution or other government assistance until the loan is repaid.

An institution that participates in the federal student financial aid programs complies with this article by complying with applicable regulations of the federal student financial aid programs under Title IV of the federal Higher Education Act of 1965.

The institution shall also provide a pro rata refund of nonfederal student financial aid program monies paid for institutional charges to students who have completed 60 percent or less of the period of attendance. The computation is done as follows.

**Step 1:** Compute the hourly charge by dividing the tuition charge by the total hours of the program.

**Step 2:** Compute the tuition earned by multiplying the hourly tuition charge by the hours completed.

**Step 3:** Determine the non-refundable charges such as application fee, equipment and supplies. (Note equipment and supplies are refundable during the cancellation period.)

**Step 4:** Determine the amount paid.

**Step 5:** Subtract the earned charge, and the non-refundable charges from the amount paid.

Below is an example.

Assume:

Instructional Charge (tuition): \$20,010

Program Length: 1600

Hours Completed: 250

Amount Paid: \$8,000

Equipment and Supplies: \$3,471

Non-refundable Application Fee

Cancellation period has passed

**Step 1:** Hourly instructional charge is \$12.50625 ( $\$20,010/\$1600$ ).

**Step 2:** Earned instructional charge is \$3,126.56 ( $\$12.50625 \times 250$ ).

**Step 3:** Non-refundable charges equal \$3,546 (equipment, supplies, and application fee),

**Step 4:** Amount paid is \$8,000.

**Step 5:** Refund Amount is \$1,327.44 (amount paid less earned instructional charges less non-refundable charges)

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