



**Med Sales Institute**  
4350 Executive Drive, Suite 120, San Diego, CA 92121  
(720) 408-5269, www.MedSalesIntitute.com

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**SCHOOL PERFORMANCE FACT SHEET CALENDAR YEARS 2020 & 2021**

**12-Week Sports Medicine and Orthopaedic Reconstruction & Trauma**

**On-Time Completion Rates (Graduation Rates)**

*Includes data for the two calendar years prior to reporting.*

<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>
2020	20	20	20	100%
2021	55	55	55	100%

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

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



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

Calendar Year	Number of Students Who Began Program	Number of Graduates	Graduates Available for Employment	Graduates Employed in the Field	Placement Rate % Employed in the Field
2020	20	20	19	19	100%
2021	55	55	50	48	96%

You may obtain from the institution resources for identifying open and available positions for the field for which a student received education and training. This information can be obtained directly from medical device company websites as well as, the leading medical device sales job board at medreps.com.

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

**Part-Time vs. Full-Time Employment**

Calendar Year	Graduate Employed in the Field 20-29 Hours Per Week	Graduates Employed in the Field at Least 30 Hours Per Week	Total Graduates Employed in the Field
2020	0	19	19
2021	0	48	48

**Single Position vs. Concurrent Aggregated Position**

Calendar Year	Graduates Employed in the Field in a Single Position	Graduates Employed in the Field in Concurrent Aggregated Positions	Total Graduates Employed in the Field
2021	19	0	19
2021	48	0	48



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**Self-Employed / Freelance Positions**

<b>Calendar Year</b>	<b>Graduates Employed who are Self-Employed or Working Freelance</b>	<b>Total Graduates Employed in the Field</b>
2020	0	19
2021	0	48

**Institutional Employment**

<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>
2020	0	19
2021	0	48

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

First Available Exam Date	Date Exam Results Announced	Number of Graduates in Calendar Year	Number of Graduates Taking Exam	Number Who Passed Exam	Number Who Failed Exam	Passage Rate
N/A	N/A	N/A	0	0	0	N/A
N/A	N/A					
N/A	N/A					
N/A	N/A					
N/A	N/A					

There is no license exam or any other type of certification or test required to obtain a job in the Medical Device Sales industry.

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**Salary and Wage Information (includes data for the two calendar years prior to reporting)**  
**Annual salary and wages reported for graduates employed in the field.**

Calendar Year	Graduates Available for Employment	Graduates Employed in Field	\$40,000	\$50,000	\$60,000	\$70,000	No Salary Information Reported
			-	-	-	-	
			\$50,000	\$60,000	\$70,000	\$80,000	
2020	19	19	2	4	4	3	6
2021	50	48	3	4	12	9	20

A list of sources used to substantiate salary disclosures is available from the school. Information regarding salaries for graduates employed in the field of Medical Devices Sales can be found on industry job sites such as, MedReps.com, MedSalesJob.com, Indeed.com, as well as the Orthopaedic company websites themselves.

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**Cost of Educational Program**

Total charges for the program for students completing on time in 2020: \$14,000  
 Total charges may be higher for students that do not complete on time.

Total charges for the program for students completing on time in 2021: \$17,500  
 Total charges may be higher for students that do not complete on time.

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**Federal Student Loan Debt**

Calendar Year(s)	Most recent three year cohort default rate, as reported by the United States Department of Education. <sup>1</sup>	The percentage of enrolled students in 2020/21 receiving federal student loans to pay for this program.	The percentage of graduates in 2020/21 who took out federal student loans to pay for this program.	The average amount of federal student loan debt of 2020/21 graduates who took out federal student loans at this institution.
2020	N/A	0	0	0
2021	N/A	0	0	0

<sup>1</sup>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.



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

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

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

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

\_\_\_\_\_  
Student Name - Print

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

\_\_\_\_\_  
Date

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

\_\_\_\_\_  
Date



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### **Definitions**

- “Number of Students Who Began the Program” means the number of students who began a program who were scheduled to complete the program within 100% of the published program length within the reporting calendar year and excludes all students who cancelled during the cancellation period.
- “Students Available for Graduation” is the number of students who began the program minus the number of students who have died, been incarcerated, or been called to active military duty.
- “Number of On-time Graduates” is the number of students who completed the program within 100% of the published program length within the reporting calendar year.
- “On-time Completion Rate” is the number of on-time graduates divided by the number of students available for graduation.
- “150% Graduates” is the number of students who completed the program within 150% of the program length (includes on-time graduates).
- “150% Completion Rate” is the number of students who completed the program in the reported calendar year within 150% of the published program length, including on-time graduates, divided by the number of students available for graduation.
- “Graduates Available for Employment” means the number of graduates minus the number of graduates unavailable for employment.
- “Graduates Unavailable for Employment” means the graduates who, after graduation, die, become incarcerated, are called to active military duty, are international students that leave the United States or do not have a visa allowing employment in the United States, or are continuing their education in an accredited or bureau-approved postsecondary institution.
- “Graduates Employed in the Field” means graduates who beginning within six months after a student completes the applicable educational program are gainfully employed, whose employment has been reported, and for whom the institution has documented verification of employment. For occupations for which the state requires passing an examination, the six months period begins after the announcement of the examination results for the first examination available after a student completes an applicable educational program.
- “Placement Rate Employed in the Field” is calculated by dividing the number of graduates gainfully employed in the field by the number of graduates available for employment.
- “Number of Graduates Taking Exam” is the number of graduates who took the first available exam in the reported calendar year.



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- “First Available Exam Date” is the date for the first available exam after a student completed a program.
- “Passage Rate” is calculated by dividing the number of graduates who passed the exam by the number of graduates who took the reported licensing exam.
- “Number Who Passed First Available Exam” is the number of graduates who took and passed the first available licensing exam after completing the program.
- “Salary” is as reported by graduate or graduate’s employer.
- “No Salary Information Reported” is the number of graduates for whom, after making reasonable attempts, the school was not able to obtain salary information.





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### **STUDENT'S RIGHT TO CANCEL**

All students shall have the right to cancel the enrollment agreement and receive a full refund of charges paid, except the stated non-refundable fees, through attendance at the first class session, or the seventh day after enrollment, whichever is later. The first class session is the first day of instructor-led online instruction. Cancellation is effective on the date written notice of cancellation is received by the school. Withdrawals after the cancellation period expires will abide by the refund table provided below. The school shall make a refund pursuant to section 71750 of the Regulations.\* Any request to withdraw by the student must be submitted by sending a notice to Med Sales Institute at [withdrawal@medsalescollege.com](mailto:withdrawal@medsalescollege.com) or mailed directly to: Med Sales Institute, 101 E. Kennedy Blvd. Suite 1165, Tampa, FL 33602. Any money due a student will be refunded within 45 days of the date of withdrawal regardless of whether materials have been returned.