

## Chief Master Sergeant Builds Post-Military Career with Allied

Chief Master Sergeant Errol Sanders entered the Air Force in 1978. Since then, he has been promoted through the ranks from Airman Basic to Chief Master Sergeant and been on assignments worldwide in England, Guam, Iceland, and Qatar. After devoting his life to military service, he chose Allied to help him prepare for a second career.



He currently provides security for Protection Level 2 and 3 resources, and manages unit manpower. With retirement approaching, Chief Master Sergeant Sanders wanted to plan ahead and get solid training to start a successful post-military career. He first heard about Allied in the Keflavik Education Center in Iceland.

Allied's distance education courses provided him with the opportunity to complete his education worldwide; it was the ideal option to get the career training he needed while on two overseas assignments. Chief Master Sergeant Sanders chose to further his career with real estate appraisal because "*Money* magazine said that appraisal is one of the fastest growing careers in the nation."

He was able to successfully complete the course with the flexibility, convenience and ongoing student support provided by Allied. He plans to set up his own appraisal business in Texas when he retires from the Air Force.

"I enjoyed the course because of the support of your people," said Chief Master Sergeant Sanders. "I feel confident that I will succeed in my second career when I retire."



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Refer a friend



Do you have friends or family members that are looking to start a career in real estate, medical or business? Refer them to Allied Schools.

Career Spotlight

Real Estate



### Make Your Mark on the Internet

Today, individuals, professionals and businesses have an Internet presence. It is a vital resource to network, communicate, receive information, and conduct business. As you develop your real estate career, you too can make your mark on the Internet.

You don't need to know how to design a website to have a great website. There is software available that does the legwork for you. Forget spending thousands of dollars on a web designer; you can get a functional website at a fraction of the cost. You can develop a site that is informative, interactive and user-friendly, all by yourself!

Choose a theme that fits your image. Include interactive graphics that give you a professional look. Add mortgage calculators, Google® maps, MLS properties, podcasts, real estate news feeds, and more to make your site a one-stop source for current and prospective clients.

There are flexible and cutting-edge lead generating tools that you can add to your website. You can notify users automatically via e-mail when new homes are entered into the MLS that match their criteria. You can also request e-mail addresses in exchange for industry reports or other valuable information. It's a win-win situation!

A state-of-the-art website can give you the professional image you need while being a valuable resource for you and your clients. You can provide real estate information and tools, and capture leads at the same time! It doesn't take a web genius to create an effective website; it just takes the initiative to give your real estate career an advantage.

## Career Spotlight

## Medical

**Take the Steps to Become a Registered Medical Transcriptionist**

You can take your career to the next level and establish longevity in the medical field by becoming a Registered Medical Transcriptionist. Experience the benefits of having this distinction when you pass the professional examination. It's possible with Allied's NEW Registered Medical Transcription Examination Promise – if you don't pass the exam, you don't pay! You have nothing to lose!

1. Enroll in Allied's Medical Transcription Course and receive an "A."
2. Sign up for and pass the Registered Medical Transcription (RMT) Exam.
3. Start your new career!

With the rate of new medical jobs expected to grow at twice the rate of non-healthcare jobs in the next decade, there will be an abundance of opportunities in this field. Take the steps to become a respected medical transcription professional!

## Career Spotlight

## Military

**Know Before You Interview**

Military personnel understand that a good competitor must always know his opponent. If you know an opponent's tendencies, then you'll generally be at an advantage in battle. The same principle applies to job interviews: research a company beforehand and learn who you're dealing with.

These days a company's website will tell you most everything you'll want to know. Plug the company name into website search engines like "Google" and "Yahoo" and you're off to the races.

It's important to keep in mind that a job interview is a two-way street: an employer asks questions of you, and then you ask questions about the company. This doesn't mean, however, that this is your chance to learn what the company sells, how long they've been in business



and who their competitors are. Potential employers expect you to know the basics of their operation. Your questions should demonstrate a sophisticated understanding of the company and its services. For example: "I know that TR Toys has been your main competitor since the company began in 1978, so I was wondering if you'll soon begin selling products overseas?" This question proves you've done your homework.

There are a million and one things to learn from a company's website, but to start, you should locate the company's Mission Statement; this will shed light on how the company sees itself. Many companies also have a Media Relations section, with an archive of press releases. Read as many of them as you can, and mention that you did in the interview. Also, don't forget the "About Our Company" page. Quite often there'll be pictures and profiles of the company's management team. There might even be a profile of the individual you'll be interviewing with. If you learn that your interviewer was also in the military, you might have a nice ice breaker on your hands!

The point is to know as much as you can about a potential employer before this friendly "battle" begins.

**Allied Alumni Rewards Program**

Take advantage of your Allied alumni status and receive exclusive discounts that are only available to Allied graduates. Enjoy discounts at the most popular online and retail businesses.

This month's featured alumni vendor: **PCMall**



**Exclusive discounts on merchandise at PCMall.com (2% over cost)!**

**How to Order:**

To receive this discount, you must order supplies directly from the PCMall Allied Alumni website, located at <http://cap.pcmall.com/site/alliedbusinessschools>, and log in using: username: **allied**/password: **student**

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