



# Hayward Dual Enrollment Financial Services Customer Representative Academy

## Technical Diploma 14 credits

Learn the basic elements of money management and strategies for building financial security and wealth. Instruction is offered in a combination of in-person and Online Live right in your high school! Looking for more opportunities? This program is a Career Pathway into Financial Services, a two-year associate degree.

**Northwood Tech's Financial Services Customer Representative Academy graduates are well-prepared to step directly into a variety of careers with topics such as:**

- Credit cards
- Saving
- Taxes
- Buying a car
- Running a business
- Loans
- Managing debt
- Retirement
- Buying a house
- Bookkeeping
- Budgeting
- Negotiating deals
- Investing
- Insurance

### Next Steps:

1. Meet with your High School Guidance Counselor/Dual Enrollment Coordinator to see if you qualify for the Northwood Tech Dual Enrollment Academy.
2. Attend a Dual Enrollment Informational Session at Northwood Tech or your high school.
3. Complete a Northwood Tech Dual Enrollment Academy Application and submit it to your High School Guidance Counselor/Dual Enrollment Coordinator for approval.

### Curriculum

CLASS	CREDITS
Financial Accounting 1 MS	4
PowerPoint	1
MS Excel A	1
MS Excel B	1
MS Word A	1
Personal Finance	3
Principles of Finance (online)	3

**Observe Program students in action through the Northwood Tech Career Program Shadow. A quick call to a Northwood Tech admissions advisor starts the process.**



**NorthwoodTech.edu | 800.243.9482**

**Contact your High School Guidance Counselor if you are interested in earning this technical diploma in high school.**



## NORTHWOOD TECHNICAL COLLEGE PATHWAYS

# Financial Services Pathway

**EXPERIENCE. SUCCESS. ONE STACKABLE CREDENTIAL AT A TIME.**

Career Pathways are an innovative model that connects progressive levels of education allowing you to build upon your education in increments. Along the way you develop job skills, have potential for higher earnings, and become more marketable to employers. Northwood Tech also has support services available to help you along the pathway, including Study Skills, Employment Services, Accommodations, Financial Aid, and others.



**Financial Services Customer Representative**  
Technical Diploma (less than one-year)  
(part time option available)

**CAMPUS**  
Ashland\*, New Richmond\*, Rice Lake\*, Superior\*,  
Outreach Centers: Balsam Lake\*, Ladysmith\* & Hayward\*

**CREDITS 14**

**ESTIMATED 2022-2023 TUITION**  
\$2,290

**POTENTIAL CAREERS**  
Bank Teller, Customer Service Associate, Member Services Representative, Cashier, Sales Associate, Loan Analyst, Loan Processor

**RANGE OF YEARLY SALARY**  
Insufficient Data to Report

**NORTHWOOD TECH GRADUATES\*\***  
Employed Within 6 Months 25%  
Employed in a Related Field 100%



**Financial Services**  
Associate Degree (two-year)  
(part time option available)

**CAMPUS**  
Ashland\*, New Richmond\*, Rice Lake\*, Superior\*,  
Outreach Centers: Balsam Lake\*, Ladysmith\* & Hayward\*

**CREDITS**  
46 Credits Remain – If successfully completed the Financial Services Customer Representative Technical Diploma  
60 Credits – Total Credits Needed to Receive Financial Services Associate Degree

**ESTIMATED 2022-2023 TUITION**  
\$9,521

**Financial Aid Eligible**

**POTENTIAL CAREERS**  
Business Manager or Owner, Loan Officer or Personal Banker, Sales or Sales Manager, Financial Analyst, Investment Advisor, Insurance Sales or Broker, Real Estate Sales or Broker, Stockbroker, Accountant /Bookkeeper

**RANGE OF YEARLY SALARY#**  
\$35,357 - \$45,000 Annually

**NORTHWOOD TECH GRADUATES\*\***  
Employed Within 6 Months 100%  
Employed in a Related Field 83%



**BEYOND NORTHWOOD TECH**

**Transfer Options**  
UW Superior+  
UW Stout  
UW Whitewater  
Bellevue University  
Concordia University Wisconsin  
Franklin University  
Lakeland University+  
Milwaukee School of Engineering (MSOE)  
Northland College+

**Important Notes on Transferring:**  
-Check out NorthwoodTech.edu/transfer for details on specific agreements listed below  
- The colleges listed above have developed an Associate Degree to Bachelor Degree Articulation Agreement with Northwood Tech  
- + These colleges have developed an agreement directly related to the Financial Services field  
- To learn how your education, or previous college credits, will transfer, talk to a transfer coordinator, at any of the four year colleges listed, to learn how to maximize your credit transfer opportunities  
- Transferology, www.transferology.com, or Transfer Evaluation System (TES), may be helpful tools to assist your transfer process

\*Combination of Online, Your Choice, and On Site instruction



**Northwood**  
Technical College

If you have completed previous credits that transfer into the more advanced program, your costs may be less. Please speak with Northwood Tech staff if you have questions on how costs are determined. Tuition is an estimate and does not include any miscellaneous fees for various courses, tools, books, supplies or uniforms. Program book costs are in addition to tuition and fees and vary depending on course selection and where the books are purchased or rented.

\*\*2020-2021 Wisconsin Technical College System (WTCS) Program Snapshot Report (this statewide data may or may not include Northwood Tech graduates' responses)

# Range of Yearly Salary based on composite from Wisconsin's 16 technical college districts (WTCS) which may or may not include Northwood Tech graduates.

+ Northwood Tech 2020-2021 Graduate Follow-Up Study