The Division of Continuing Education (DCE) is dedicated to the ideal that education remains relevant and necessary throughout a lifetime.

We call it the 60-year curriculum—our promise to you that our commitment doesn’t end when you finish your undergraduate or graduate degree.

As a research, land grant, and public university, UCI is responsible for connecting the degree programs that you’ve completed to the world of work and achievement post graduation.

DCE offers multiple, customized curricular tools that span a lifetime. Whether that means getting accepted into graduate school, landing your ideal job, finding a path for professional growth, or fulfilling your educational desires during retirement—we offer an educational solution.

For example, our newest program, UCI+One, prepares recent UCI alumni for life after graduation. This program allows students to explore and prepare for careers and graduate school, and gain experience by joining a network of professionals in areas of interest. The program, along with a significant amount of career coaching, is tailored to the individual goals of its participants.

Through another new program called Career Launch, UCI Alumni have the opportunity to transfer regular degree course credit toward continuing education-offered professional certificate programs. Completing certificate programs makes it easier to immediately embark on a pathway to a meaningful and fulfilling career.

UCI also offers a Massive Online Open Course (MOOC), Career Success, which to date has enrolled over 800,000 students from around the world. This is a robust series of open, online courses that are free, or offered at very little cost. The courses are specifically designed to help students sharpen the skills needed to improve employability and advancement in today’s dynamic workforce.

Finally, our Osher Lifelong Learning Institute (OLLI) offers short programs that have been tailored to the needs and desires of the retired community for personal and life enrichment.

As a current and prospective DCE student, you belong to a strong community of continuing education learners. We have built sustaining support for our students by maintaining an Alumni Chapter that currently has over 500 members and is growing everyday.

At UCI, we have a vital stake in your personal growth and professional success. Your success shines a light on UCI and its ability to positively influence your life. This is your home—the place where you will continue to find the inspiration and tools to realize your dreams.

Gary W. Matkin
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HOW TO enroll

Online: ce.uci.edu
Phone: (949) 824-5414 (Press #1)
Fax: (949) 824-2090
Download enrollment form at ce.uci.edu/enrollmentform

In-person:
Student Services Office,
Continuing Education Building 3
#234 at Pereira Dr., west of East
Peltason Drive on the UCI campus

Mail:
UCI Division of Continuing Education
Student Services Office
PO Box 6050, Irvine, CA 92616-6050
Please allow 7-10 days for your enrollment to be processed.
Looking to leave your job behind for something more rewarding? A new year is the perfect time to start the journey, whether that means switching it up in your company or striking out on an entirely new career path. But don’t take the plunge until you’ve done your homework and researched your best career and education options available.

The right qualifications and preparation can make all the difference, turning dreams into a dream job. And UCI Division of Continuing Education can help every step of the way, offering a wide range of certificate programs that address some of the top employment segments of 2017 and beyond, from entry-level to advanced, providing education options to last a lifetime.

The good news is that the employment outlook is bright for 2017. California’s economy and job growth are strongest since the Great Recession, and many of the most in-demand jobs are also among the most lucrative. Let’s look at some of the hottest careers in the state — along with DCE certificate programs that can put you on the fast track to a fresh new start.

**Accounting**

Even in down economic times, businesses rely on accountants to balance their books. And with today’s rebounding marketplace, demand is quite strong: Nearly 145,000 accountants are working in California, a number that’s expected to grow 18% in the next eight years, with average salary around $80,000.

Intrigued? For anyone who wants to get a foot in the door — or advance to the next level — the Applied Accounting certificate program provides comprehensive training that lays the foundation of accounting fundamentals and principles with hands-on instruction. Completing the entire program satisfies the educational requirement for taking the Uniform CPA Examination, but courses can be taken individually, as well.

**Business Administration**

A strong background in business administration can propel you on a number of paths — and many of the top trending careers in California fall into this broad and lucrative category. Management analyst positions, for example, are projected to grow by 23% with an average salary of more than $96,000. General and operations managers are making about $128,000 a year, with 16% growth forecast.

Modeled after a traditional MBA program, DCE’s Business Administration certificate can advance most any career by providing a solid foundation for management success. Offering expert instruction in financial theories, business analysis and managerial best practices, the certificate can be a calling card in a number of areas, including marketing, finance and human resources. It’s a great way to get the benefits of an MBA without the cost and investment in time.

The Business Analyst program provides basic and advanced tools in analytical thinking and problem solving — keys to keeping up with today’s solutions-driven corporate environment. It also focuses on soft skills like leadership and communication. Other programs that benefit business professionals include Innovation & Product Development, Organizational Leadership & Communication and more.

**Financial Planning**

Considering a career in financial planning? Through the DCE, students can work toward earning certification in this lucrative field, projected to grow by 24%, with an annual salary of $130,000.
Start with Personal Financial Planning (PFP), an eight-course program or the PFP Accelerated Certificate, an eight-month weekend program intended for those with minimum three years experience in the financial industry. Graduates of both programs are eligible to transfer credits toward the M.B.A. in Financial Planning at California Lutheran University. And the CFP® Review program is designed to better prepare candidates for the Certified Financial Planner® Exam.

**Human Resources**

With hiring on the rise in California, HR specialists are in demand, with 18% growth expected through 2024. Highly regarded by regional companies for its real-world training and forward-thinking approach, the Human Resources Management program takes a deep dive into all essential aspects of HR, from staffing and employee relations to organizational development and recruitment — the core of human resources. Participants learn how to navigate new government regulations and integrate the latest technology into their HR departments.

Experienced HR professionals can elevate their game with the Advanced HR Management program which offers intensive training that spans the scope of strategic and tactical practices, addressing emerging trends that can point the way to high-level HR leadership positions. Be advised that average annual salary for HR managers is around $131,000.

**Information Technologies**

IT positions in California are positively booming, creating a need that the DCE addresses with 19 certificate programs including Web Design and Development, a segment that’s expected to grow by 48% over the next eight years, offering an average salary of $81,000. Whether you’re experienced or just starting out, this program provides cutting-edge training in the design and creation of web-based applications, with the option of two specialization tracks: Web Design, which focuses on layout, organization and overall feel of a website, and Web Development, for those interested in more functional aspects like programming and database integration.

Overall, jobs in other areas of computer science are expected to increase by nearly 50%, and the DCE offers a number of programs that address some of the most in-demand skill sets. The Information Systems Security certificate, for instance, is a good way to break into the increasingly important and relevant cyber-security field.

Other notable programs include Web Intelligence, Database Management, Data Science, Big Data and IT Certification Training.

**Marketing**

Social media and new technology have revolutionized the art and science of marketing, spiking demand for positions in this field, with 32% growth forecast. Providing a good entry point, the Marketing and Communication program offers comprehensive training in marketing fundamentals and focuses on ways to create a clear communication strategy by aligning advertising, promotion, direct, and digital marketing.

For those looking to specialize, the Digital Marketing program focuses on search engine marketing, social media, mobile, analytics and more. It’s all about adapting traditional marketing practices and integrating the latest digital tactics and strategies. A marketing career can be a fulfilling way to combine creativity with business savvy — with earning potential around and above $81,000/year.

(Jobs data provided by U.S. Bureau of Labor Statistics. All career growth percentages reflect California estimates through 2024.)
Marketing the Future

We took a few moments to connect with our Online Analytics & Measurement course Instructor Gene Black who is currently Faraday Future’s Sr. Manager of Business Development & eCommerce Sales to get his take on education, modern marketing, and leadership.

How we tell our story depends on dozens if not hundreds of shifting variables. The advent of digital media has created an interconnectedness between people, brands, and communities that (for better or worse) gives all of these actors influence over the other’s story. Everyone is a marketer, everyone is a critic.

With all of the noise in our professional and personal lives, it’s no wonder that the actual marketers are having a harder and harder time capturing the attention and interest of their audience. Gene’s matter-of-fact approach to messaging and career growth is inspiring to learn from.

Here’s a few of our favorite notes:

**Gene, from the looks of your background, I assume you like cars. Would you say that cars are a passion of yours and can you talk about where that started and why?**

[Laughs] I DO like cars, but funny enough it was never a true passion of mine. My passion is people. I’ve sought to help the people I work with and the people who work for me grow to realize their own potential. The fact that I’ve worked for car companies has just been the vehicle (pun intended) for me to help realize my own passion of helping others.

**We really appreciate you helping our students. How have you kept growing professionally and moving into roles beyond your previous skill set?**

Do what other people don’t want to do.

By not resting on only what I currently know. But chasing after what I don’t know. Another piece of advice I provide is, don’t ever stop learning. I’ve watched colleagues and counterparts resist the digital aspects of Marketing which hinders them from realizing their full potential. When you stop learning...you stop growing.

**With all the analytical tools out there today, it’s easy to get caught up with all the bells and whistles of digital marketing. What rules of the game are still the same?**

At the end of the day, no matter the advancements in technology, people still want to feel that you have a message directly for them in your product or service. We will never (hopefully) lose the human element of our business. So understanding the audience, catering to their needs and communicating with them in the way they prefer remains intact.

**What’s one actionable take-a-way that our students/readers can start now to improve their careers or work performance?**

Whether on your job or during your scholastic career, identify what gives you the most pause. What responsibility or task makes you the most uncomfortable in your job or what class is it you’re currently dreading? Identify and attack it. **Attack it with the expectation that you will master it.**

When you approach work, college or life with this being your first step, that thing you’re concerned or worried about loses its power over you. And you grow and are a better person for it. Each time we do this, the next challenge we face is less daunting and the one after that and on and on until you lose your fear, worry, and anxiety and you simply KNOW you are more than capable.

Gene’s company Faraday Future is intent on disrupting the traditional auto industry by focusing on the user and the specific technology that moves them. They plan to leverage our ‘connectivity’ with the world to offer a seamless and authentic experience for everyone. His Online Analytics and Measurement course is a digital marketing student favorite and we couldn’t be happier to have Gene sharing his passion with our community.
Upcoming Events:

- Embedded Systems & Device Software Engineering
  Wednesday, February 15
  11:30am-12:30pm (PST)

- Redefining the Classroom Culture of Teaching & Learning
  Wednesday, February 15
  4-5pm (PST)

- Characteristics of Twice Exceptional Children
  Wednesday, February 22
  4-5pm (PST)

- UCI+One Information Session
  Wednesday, March 1
  2-3pm (PST)

- High School Summer Institute in Law
  - Planning Session:
    Wednesday, March 15
    12-12:45pm (PST)
  - Open House:
    Monday, May 8
    5:30-6:30pm

- Paralegal Program Alumni Networking Event
  Thursday, April 6
  5:30-7:30pm (PST)

Sign up at ce.uci.edu/events
From ancient Hindu temples to the boardrooms of Apple, Google and Target, mindfulness — the practice of quieting the mind and focusing attention on the present moment — has made major inroads in mainstream culture within the past decade.

No longer is it seen as a fringe practice confined to certain spiritual traditions. Athletes have discovered the benefits of clarity and increased focus. Busy executives and students alike are finding time to clear their minds to reduce stress and boost creativity. Steve Jobs himself claimed that his meditation practice was a factor in reimagining the design of Apple devices in intuitive, innovative ways that changed the world.

Now a growing body of scientific research has confirmed what the yogis knew for millennia: Mindful meditation has tangible benefits for the body, mind and spirit. And it’s a perfect fit for today’s rushed, stressed-out world.

“In today’s 24/7 information overloaded world, the ability to attend to what matters with discernment, clarity and skillfulness is the new superpower,” said Shannon Jordan, instructor for Mindfulness-Based Strategies in Business, a new online course offered by UCI Division of Continuing Education.

“We’ve all met people who live their lives in a hyper, reactive, distracted state, attention bouncing from one fire to the next. Meditation is a gateway for mindfulness because in a quiet, contemplative state we can more clearly pay attention to the nature of our thoughts, our emotions, our physical sensations.”

Our minds are set in a default mode to wander, she notes. About half the time we’re rehashing something that’s already happened, thinking ahead to what might happen, or jumping around to random, distracted thoughts. A tranquil state eases jumbled and overcrowded thinking, providing clarity while lowering stress levels and blood pressure in the process.

It can be an especially beneficial tool for complex business practices that require multitasking and creativity, Jordan said. No surprise that mindfulness training programs have become increasingly common among large corporations.

“In order to be effective in our business interactions, it helps to be attentive, centered and calm. We are taught many skills as young people: how to think critically, how to communicate effectively. But no one really tells us how to manage our own minds.”

High-definition perception

Mindfulness-Based Strategies in Business — a two-unit course at the intersection of ancient wisdom and modern neuro-science — addresses the specific application of mindfulness for success in today’s corporate world, using guided meditation and breathing exercises as primary tools for sharpening clarity and focusing thoughts on the present moment.

Online discussion forums and live practice sessions are key elements of Jordan’s course, along with podcasts, videos and reflection activities such as journaling, “as opportunities to practice a different way of being present in your everyday work lives and personal interactions,” she said.

The idea is for busy professionals to declutter their minds for heightened awareness that can lead to superior performance on the job. And while it might seem mysterious to the uninitiated, the process is surprisingly straightforward.

“My goal is to take some of the mystery and misconceptions away from mindfulness,” said Jordan, a certified career counselor as well as a certified instructor from the science-based Search Inside Yourself, a mindfulness training program that originated at Google.

“Mindfulness, in essence, means paying attention.”
Once the mind is focused and attentive, we experience the world with more clarity, withholding our usual self-judgment, assumptions, storytelling and narration that permeates everyday thinking. She compares the increased clarity to improving the resolution of a photo.

“I work a lot with technology employees and like to say mindfulness is ‘high resolution’ awareness into what’s happening in any given moment,” she said. “Just like if you were to dial in the resolution on a picture to get more vivid colors, texture, imaging and contrast, mindfulness gives you this same clarity, with more data and information about yourself and the world around you.”

But she’s quick to point out that it’s not necessarily a panacea — you actually have to do the work, or in this case, the practices.

**A focused workplace**

Mindfulness-Based Strategies in Business looks at a growing body of neuroscience research linking the practice to workplace benefits such as improved communication skills and decision-making, more innovative strategies and increased resilience.

Jordan points to a landmark Harvard study that suggests a correlation between mindfulness and positive changes in the brain. It found that frequent meditators had greater cortical thickness in areas of the brain related to attention and emotional awareness.

“The increased thickness of the ‘gray matter’ is a bit akin to increased muscle mass enabling that area of the brain to be more efficient and effective at responding and allocating resources,” she said. “There are so many interesting findings out there. In one study on negotiation, for example, participants who had gone through a brief meditation session walked away with a larger slice of the negotiation pie.”

Jordan has spread the gospel throughout the business world, combining mindfulness training with her skills as a career and leadership coach through her company, Career Ingenuity Group, working with numerous clients including Qualcomm, Ebay, Kaiser Permanente and others. She also provides training for clients of the Institute for Mindful Works.

Mindfulness has greatly enriched her own life. Once a hard-charging professional working two jobs while getting her graduate degree, Jordan changed course after her 10-year marriage broke up; she traveled the world for six months in 2000 and spent a month in Tibet, where she was introduced to meditation. It enlightened her in profound ways and opened up a new career path.

“My life up to that point had been singular in focus — full speed ahead. I had this insatiable quest for achievement,” she said. “In Tibet I observed people who were able to find peace of mind and joy in the most adverse of circumstances. The smiles, the kindness, the calm demeanors, were moving. My curiosity was piqued.”

Meditation provided a balance in her life that was missing. Jordan became dedicated to sharing the benefits of mindfulness so others can find the same clarity and balance, in the workplace and beyond.

“At the heart of mindfulness are simple and accessible mental practices that if employed intentionally and consistently can truly help us optimize our minds and be more effective in our jobs,” she said. “Imagine a workplace full of attentive, compassionate, patient, clear-headed, creative, optimized people. That’s a workplace I hope to help inspire!”

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Mindfulness-Based Strategies in Business is part of the Business Administration Certificate. Learn more at ce.uci.edu/busadmin.
Q. Why did you decide to become an instructor?
A. I have always wanted the opportunity to teach for the University of California. It has a fantastic reputation worldwide. A friend of mine that teaches at UCLA Extension was prepared to recommend me for a position there. But, when the opportunity came up, I was just too busy with my private practice. At other junctures, I was also given opportunities to teach at UC Santa Barbara and Cal State Northridge. But again, the timing was not right. I believe that if you are going to teach students, if you are really going to be a mentor for them and help them through their college experience, you must be able to put in the time. Well, Becker CPA, where I have taught for many years, started to cut back on their live classes in favor of online. Thus, as I was needed less to do live classes, I had more time for other projects. As this was happening, I received a recommendation from a colleague regarding teaching at UCI. Teaching at UCI was especially appealing to me as I knew they were committed to making their program top notch. I interviewed promptly. Shortly thereafter I was added to the instructional staff and the rest is history!

Q. What’s unique about your teaching style?
A. I believe that most of what we teach is really not that hard. If it is explained properly to a student most of time they can understand. The problem is that many instructors don’t take the time to do what they are hired to do – teach. So I don’t only explain to the student how to apply an accounting rule, I tell them why we have this particular rule. I talk a lot about history, how a rule that we have now that is seemingly meaningless was far less meaningless when it was adopted. So I give them not only the how, but the why. Large percentages of students struggle with concepts because they don’t know why they are doing what they are doing.

I also try to provide an energetic, upbeat presentation. I figure that if the student is awake for my lecture, they have a lot better chance to learn something! I was once told that I am very good at taking complicated subjects and making them easy to understand. And I think that is partially because I try to bring the subject to life with examples delivered in a fun and entertaining manner. I try to know my audience. I will make reference to pop culture icons. An example that involves the Walking Dead will probably be better remembered than one that involves unknown person A transacting with unknown person B. Not many people would think the Audit process is a lot like dating, but after you hear my lectures, you will see the similarity!

Q. What do you find most rewarding about being an instructor?
A. When I see a student who did not understand something, suddenly realize how to approach a problem because of something I said, it brings me great satisfaction! That is a student I have truly helped. And from that understanding, they gain confidence and are able to take that knowledge and conquer the subject or pass the exam. I try very hard in my presentations to bring the material to life, almost like a stage actor. I try to interject humor; I will frequently use props to dramatize the concept I am teaching that day. Sometimes I even sing to the students if I think it will help them grasp the material! I believe that a great instructor wears 3 hats. The first hat, of course, is having the knowledge of the material and the ability to answer questions. The second hat that I think an instructor needs to wear is that of a cheerleader. When the students start to give up or get tired, it is my job to pick them up and remind them of all the good things ahead of them if they can get their career started in accounting, and perhaps become a CPA. And finally, the third hat is that of a counselor. Students find various reasons why they don’t think they can pass the exam, become a CPA, etc. My job is to talk to them, learn about them, and then help show them the path that needs to be taken to overcome whatever barrier they perceive to success.
Our members receive a host of benefits not only as an incentive to join the association, but to say thank you as well. After all, without our members, we would not exist and neither would a network dedicated to connecting alumni with each other and the university!

**Top 5 benefits of membership**
- **Stay connected**: Find out the latest UC Irvine news, research and updates.
- **Help yourself**: Every membership helps increase UC Irvine’s national ranking.
- **Save money**: Get discounts on a wide variety of goods and services.
- **Have fun**: Receive exclusive access to exciting events and programs.
- **Show your pride**: It’s just the right thing to do.

You have access to exclusive benefits.

**UCI Alumni**

You are UC Irvine.

You are a part of the Anteater family.

And you have access to exclusive benefits.

**UCI Division of Continuing Education Alumni Chapter**

Whether you signed up for your first UCI Division of Continuing Education course for personal or professional development, you became part of something special the moment you clicked the registration button. Now you’ve taken the courses, you’ve developed new skills, you’ve improved your resume, and you’ve met some terrific friends and colleagues along the way. The best way to keep your Continuing Education experience going? Join the Alumni Chapter! It’s free and easy to register, and once you’re a member, you open up a whole new world of opportunities – from social and networking events, to educational and mentoring experiences. The best part – you participate as little or as much as you want.
Whether studying at UCI or serving his fellow veterans, Alfred Lane brings the same sense of purpose and dedication he had as a Marine fighting on the front lines in Vietnam. Never one to sit back and enjoy the fruits of his labor, Lane has pursued a 71-year journey marked by lifelong learning and growth — and in many ways the trip is just getting started.

"The brain is like a muscle, you have to work it all the time to keep it strong," Lane said. "A lot of people say, why get involved and try something new at this stage? But I think as long as you have a passion and have energy, and you can do a job to the best of your ability, why stop just because you’ve reached a certain number of years? I’m still feeling the passion a lot, I’m really feeling it."

That passion led him to strike out in a new career direction at the age of 69. The Fordham University graduate, a custom-framing specialist, has been selling his shadow boxes since 1990, taking sentimental or artistic artifacts that people submit, or using his own photography, and creating unique pieces of art. And through his work with the Veterans Administration, Lane discovered that he could sell his artwork to the government. But first he’d need specialized training to learn the fine points of bidding on federal contracts. So he turned to UC Irvine Extension — now the Division of Continuing Education — for world-class instruction. Lane enrolled in a Contract Management course and, a little more than a year later, aced it with a 3.9 average.

“When I decided to go back to school, I knew I needed to zero-in on exactly what I needed to know,” said Lane, a resident of Compton, where he lives with his wife Barbara. “I wanted a course that was very specific to my needs. That’s when I decided on the UCI Contract Management course. It addressed seven specific subjects of contract management, which was exactly what I needed.”

Lane said the course got right to the bottom line, which he liked, taught by expert instructors who had personal experience in their specialties.

“For instance, the instructor who taught contract negotiation was a lawyer, and she was just great,” he said. “She had a lot of experience in contracts. I have to say, the course wasn’t easy, but when it was over I felt very confident to go out and bid on and negotiate contracts, knowing I had the knowledge and support from my instructors. My rapport with the instructors was so powerful that I would never hesitate to consider or recommend them as a consultant.”

Lane, a native of New York City, volunteered for the Marines and served in Vietnam from 1963 to ’64, where he spent two tours of duty facing heavy combat on the front lines. “I wanted to go back for a third tour,” he said, laughing. “I was young then and thought I was invincible, like most young people. But I saw some really horrible things over there.”

Turns out his years as a Marine formed the defining chapter of Lane’s life. Inspired by a sense of duty and unflagging energy, Lane — son of a highly decorated Buffalo Soldier (Purple Heart and Two Bronze Stars) in the 92nd Infantry Division — has dedicated himself to giving back to other vets. It’s a mission he feels is a continuation of his service with the USMC.

“I was working with the VA as a medical service associate in psychology, helping some of the vets stay on top of the services they deserve,” Lane said. “You know, a lot of the veterans coming back from Iraq and Afghanistan have PTSD and need a little guidance."
Some of them don’t know what’s available to them. I help steer them in the right direction, stay on top of appointments and services that are available.”

He approached the work like he always does — with Honor and Integrity.

“Working with the VA, I felt a lot like I did serving on the front lines in Vietnam,” he said. “But I was on the front line of a different challenge. That’s how I approach everything in life. You have to find what you’re passionate about and go after it.”

His two main passions dovetailed a few years ago. He was working at the VA building in Los Angeles when he noticed the walls were lined with custom-framed artwork on all five floors. So he decided to inquire about selling his own art to the VA. It would be yet another way he could give back to his brothers in arms, provide some beauty and solace, and advance his business, Al and Son Fine Arts, at the same time.

So Lane decided to take the plunge and learn contract management. He already had a strong background in business; Lane got a B.S. in marketing from Fordham in 1974 and spent time in pharmaceutical sales, developing and serving clients among the physicians in Madison, Wisconsin. But he knew relatively nothing about submitting contract bids.

“That’s when I decided to go back to school and take the course at UCI,” he said. “I wanted to learn how to get some of those contracts. And the course description sounded like it was exactly what I needed.”

Lane’s tuition and books were paid for through the Chapter 31 Vocational Rehabilitation Education benefit. But it was the support of his instructors at UCI that paid the real dividends. The confidence and background he gained through the course has served him well.

“One of the most important things [the instructors] taught me was that it’s better to listen during the negotiating process and talk afterward,” Lane said. “They taught me how to successfully submit government bids in writing, how to negotiate to make sure you see a profit. And they gave me the confidence to get out there and compete. It made me feel credible, more substantial.”

Thanks to his UCI training, Lane is combining his two loves in life: creating custom artwork and serving his fellow vets with his own artistic vision.

And who knows where his journey will lead from here? Lane plans to keep learning and moving forward as long as he can.

“I’ve learned that knowledge is very precious, you never have enough,” he said. “That’s why you shouldn’t ever stop learning.”
Whether you’re about to enter the workforce or looking to advance your career, a lifetime of education — not just a four-year degree — is crucial to staying on top of your game. After all, the world is advancing in disruptive and unpredictable ways, with technology and business models evolving at a breakneck pace. Careers today need the right preparation and a clear roadmap from start to finish.

We’re talking one-on-one career coaching, specialized certificate programs, free webinars that address the latest trends in your industry, and much more. It’s all part of the expanded new resources that we offer at DCE, symbolized by the fall opening of our new high-tech learning facility.

Here are some examples of how we can help you turbocharge your career — and avoid dead ends.

**Lifelong career support**

Just graduated and ready to launch your career? UCI undergraduate alumni can get individualized guidance with UCI+One, an immersive program that addresses myriad aspects of making a splash in your chosen career path.

“The implementation of UCI+One is a testament to the commitment for success UCI holds for their scholars,” said Leigh Poirier, director of the UCI+One program. “By providing career exploration opportunities together with support for
graduate school, or other relevant experiences, our participants will have a competitive advantage and greater career success after commencement. We hope to extend help and guidance to support lifelong success.”

Each cohort will be assigned an expert advisor who will work with participants to identify and expand individual skills and aptitudes, then create a detailed career plan with long- and short-term goals. UCI+One also provides networking opportunities with industry professionals and other UC Irvine alumni, as well as full access to UCI libraries and campus events.

With the Career Launch program, current UCI students and alumni looking to burnish their credentials can apply their university credits toward some of the most popular DCE certificate programs, including Project Management and Business Administration, to hone their skills and stay current in today’s fast-changing business world. Moreover, UCI Alumni Association members get a 10% discount toward tuition fees.

And there are a number of free, self-accessed Career Planning Modules that cover job searching, networking and more. Each one takes a practical approach with step-by-step guides that cover myriad topics.

The Inside Track
Want to move ahead in your company or change careers altogether? Career Coaching by InsideTrack — offered in partnership with the country’s leading student-coaching provider — tailors individual coaching programs to suit each participant’s needs. Matched by industry with each student, the coaches work one-on-one to monitor progress and provide support. New members receive their first month of service FREE with discount code “GetUCICoach.”

“With today’s complex, ever-changing job market, UCI DCE takes very seriously our commitment to our students and alumni to support them in building a successful and rewarding career,” said Gary Matkin, Dean of Continuing Education, Distance Learning and Summer Session. “Our partnership with InsideTrack enables us to offer convenient, affordable access to the high-quality career planning services our students and alumni deserve.”

Education on demand
DCE also has a highly-popular Career Success Specialization MOOC (Massive Open Online Course), a 10-part series that fine-tunes marketability with practical training for career success and advancement. Offered in collaboration with Coursera, the modules include training in business communication skills, effective management tools, project management, time management and other essential topics. The course concludes with a capstone project that allows participants to integrate and apply all the skills they’ve learned.

For those who need to brush up on resume writing or interviewing skills, a number of free Career Planning Webinars are available on demand, offering expert guidance in personal branding, salary negotiation, even social networking — subjects not often touched on in traditional university curricula. And each quarter, the DCE offers a series of live webinars on the latest industry trends, new programs, and best practices, accessible at any time, making it easy to stay on top of current developments in your chosen field.

It’s all about providing a lifetime of innovative solutions and career support, from the first steps into the workforce to every twist and turn along the way. And expect the DCE to continue finding new ways to evolve and adapt in an ever-changing world.

To learn more about these career resources, visit ce.uci.edu/career.
Matthew White had a plan and a vision. He was working in insurance but aspired to something more fulfilling, a career with growth potential that was more suited to his talents and passions. Ultimately, he wanted to start a company and work for himself.

“I knew I wanted to be more than a sales rep,” said the 30-year-old. “So I decided to pursue an education that would lead to becoming a CERTIFIED FINANCIAL PLANNER™. I felt that getting the certification is a great way to learn the virtues and drawbacks of each field in the financial industry.”

Looking to fast-track his journey, White enrolled in the Personal Financial Planning certificate program offered by UCI’s Division of Continuing Education and passed the CFP® exam. He was quickly hired by JPMorgan Chase in 2011 as an investment specialist while he pursued his MBA.

Today he leads his own accounting and business consulting firm, White & Company in Costa Mesa, as a Certified Public Accountant serving hundreds of clients.

Kelly Erickson took the PFP certificate program while working as a licensed banker at Chase, looking to become a CFP® professional. But she opted for a more leisurely pace — one class a term with a couple of terms off. And like White, taking the UCI program resulted in immediate dividends.

“The fact that I was enrolled in the UCI program and that I was a year-over-year top producer at the bank, my manager promoted me to the position of Financial Advisor,” the 34-year-old said. “I originally enrolled to advance my knowledge in the financial services industry because I fell in love with working one-on-one with my clients and becoming their trusted financial resource.”

The PFP program was just the first step. Like White, Erickson opted to advance her career even further by transferring course credits to an M.B.A. in Financial Planning at California Lutheran University. Same goal, but their paths diverged in different ways.

Armed with her prestigious MBA, Erickson is now a Wealth Advisor for Partners Federal Credit Union of the Walt Disney Company — a dream job of hers.
“Having a CFP® certification and MBA in Personal Financial Planning really helps the client respect you,” she said. “I will say that the knowledge I obtained during my role as a student at UCI and Cal Lutheran has really opened my eyes. I have so much more confidence talking with my clients. I think less of the product sales process and more about really helping my clients achieve their financial dreams.”

Erickson’s passion and personal approach reflect the values of her UCI instructors, she said — a benefit even beyond the financial expertise she acquired.

Designed for finance professionals, recent college grads or anyone seeking a background in the financial industry, the PFP certificate program consists of eight courses, offered on campus and online to suit individuals who are employed full-time. There’s also a PFP Accelerated Option that can be completed in eight months over select weekends, available for professionals with at least three years’ experience in finance, law or insurance.

Both programs satisfy requirements set by the Certified Financial Planner Board of Standards, Inc. So once the certificate is achieved, participants are prepared to sit for the CFP® exam. They’re also eligible to transfer up to five courses to an M.B.A. in Financial Planning at California Lutheran University — quite a distinction for a continuing education program.

Like many other participants, White was planning to get his MBA anyway and found this to be a tremendous advantage. He was able to complete the degree in 18 months while he was working.

“I lived close by and did my undergraduate work there, so I knew UCI was a world-class university,” he said. “My first step was becoming a CFP® professional, then go for an MBA. The transferable units really jump-started my path and put me almost one-third of the way to getting my MBA. It saved me a lot of time and money.”

The advanced degree gave him a broad and deep perspective of all aspects of the financial industry. It also positioned him well ahead of his competition as a CERTIFIED FINANCIAL PLANNER™, he said. And once he became a CPA and started his company, his academic and professional background made him a standout choice for clients, “rather than just another CPA who files forms.”

Indeed, White launched his business a year ago and went from zero clients to 440 and counting, most of them large companies.

“The MBA program gave me exposure to knowledge in such a broad range of financial fields like securities and tax law,” he said. “I was able to decide which field was best for me. So I took the next step and became a CPA.”

Erickson, on the other hand, didn’t even know she could transfer

Continued on page 16

For more information, please contact (805) 493-3325
www.Callutheran.edu/fp
units from the program when she enrolled with UCI. It wasn’t until she got her position with Disney that she decided to pursue her MBA at Cal Lutheran, over a four-year period to accommodate her career and nascent family.

Being able to pursue her education over several years, from PFP certificate to MBA, was a big plus that paid off. Flexibility is among the key advantages offered by the Personal Financial Planning program, she said.

“I started the program single and ended the program married with two kids, a CFP® certification and an MBA,” Erickson said. “During this entire learning process, from 2008 until 2016, I learned so much material. It takes time to really absorb it, apply it, challenge it. Luckily, the online classes provided by the UCI program made it very easy to balance both work and family while enjoying the learning process and furthering my career.”

Moreover, most of the instructors in the PFP program are working professionals in the financial planning and advising business, she said, full of real-world experience and first-hand anecdotes to share, which made the courses especially relevant and inspiring.

“The instructors were all very informative and helpful,” she added. “They also made the learning process enjoyable, and you can tell they really enjoy the topics they are teaching. It’s not just a paycheck that motivates them but a passion to teach and further expand the Personal Financial Planning material to their students and within their own lives.”

As with many programs offered by the Division of Continuing Education and Cal Lutheran, the PFP certificate and MBA are tailored to accommodate working professionals — or anyone with proper qualifications looking to advance their careers at their own individual pace.

White’s plan was to complete his education ASAP and launch his own company before marrying his fiancée, Erica, this coming July and settling into their home in Newport Beach. Being able to get certified as a financial planner while stockpiling credits for Cal Lutheran definitely helped make it happen, he said.

“It’s so nice to have my education out of the way,” he added. “It provides freedom and security, not having to worry about juggling work, family and school. It’s such a juggling act, something has to give. Now I have time to focus on my career and family.”

Erickson’s more incremental path worked out wonderfully, she said. Now she can settle into a career she loves and enjoy life with her husband, Raleigh, and two sons, ages 2 and 5, in their home in Eastvale.

Any plans to continue pursuing her education? Not in the foreseeable future, she said, “but you never know what the future may bring.” Erickson is interested in the emerging field of behavioral finance and might take a course when she feels ready.

“Right now I am just enjoying the role I am in as a Wealth Advisor,” Erickson added. “You know the saying, ‘when preparation meets opportunity.’ I believe it is very important to hone your skills and to continue expanding your knowledge in the field you are passionate about. As a woman on the cusp of the Millennials and GenX, I think there will be many opportunities for me throughout my career.”
By enrolling in **ACCESS UCI**, you can take advantage of over 5,000, UCI undergraduate and graduate courses without formal admission to the university, based on available space and permission of the course instructor and/or department. Courses carry university credit, may count toward a degree, and are taught by distinguished UCI faculty. Enrollment in ACCESS UCI does not constitute admission to UCI.

**ACCESS UCI is ideal for you if you are:**
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- completing degree requirements from another college or university
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**When are ACCESS UCI classes offered?**
Access UCI is offered during the fall, winter, and spring academic quarters.

**How many classes can I take?**
You may enroll in a maximum of 2 courses not to exceed 8 units per quarter. Students intending to transfer course credit to another college or university should first verify acceptance of the course at that institution.

**How do I obtain a UCI catalogue or schedule of classes?**
Course descriptions are listed in the UCI General Catalogue, online at catalogue.uci.edu. The schedule of classes can be viewed online at websoc.reg.uci.edu.

[ce.uci.edu/accessuci](ce.uci.edu/accessuci)
In 2006, a year after arriving from his native Istanbul, Turkey, Atahan Isik was still finding his way as a post-certificate graduate student at UCI. Then he had an epiphany that would change his life and send him on a career arc that’s still ascending.

And it all started with an Apple iPod touch.

“I stood in line for three hours to get it,” he said. “And when I finally had it in my hand, it completely changed my way of thinking. I knew there was no going back but to accept the fact that the world comes into the palm of your hands with these cool mobile apps. This was the future. I started to think how this piece of device and the app ecosystem will change the way we do things.

Just like that, Isik, now 34, found his future. An accomplished student studying international business through the International Programs at UCI DCE, Isik was still unsure about his role in the corporate world. He loved technology, was very tech-savvy and wanted to be a consultant, but he hadn’t yet found his niche, wasn’t sure how he’d use his talents.

“My fellow students and friends kept talking about working for big banks or auditing firms,” he said. “But I was more interested in being part of a growing technology firm on my way to becoming a consultant. So I starting thinking about how these new technologies could be applied to help those companies market themselves, interface with customers, and how it could be used with video games and digital wallets.”

His ideas and passion launched a global career journey that eventually led back to Irvine, where in 2015 he founded Related & Co., an international growth consulting company. He’s also a frequent guest speaker at UCI DCE, where he maintains close relationships with the university community — he thinks of it as family.

It’s a logical move for Isik, who considers himself, above all, a storyteller and a teacher. His own story is an example of how dreams can be realized by hard work and the support of a strong academic community, even in a new country.

“The impact UCI DCE has had on my life and career is huge,” he said. “I had a plan, but the University gave me the direction and tools I needed to succeed.” It’s also where he met his wife, Canan, an international student from Ankara, Turkey. They currently live in Irvine with their 2-year-old daughter, Mayra, close to Isik’s office.

But it was a long road home.

While a student at UCI DCE, Isik worked hard and got an internship with Irvine-based Printronix before moving on to K2 Network, a fast-growing producer and publisher of videogames, where he worked for about two years. In 2009 he returned to Istanbul and soon
I had a plan, but the University gave me the direction and tools I needed to succeed.

To be honest, I always wanted to be a consultant,” he said. “I wanted to help start-ups and technology firms grow. To do that, I knew I had to digest verticals in different areas of technology like e-commerce, mobile technology, FinTech, video games and IoT. I wanted to create my own company and use that as my resume around the world, to tell my story and show what I can do with clients and projects, using a tailor-made approach to each company’s situation.”

His main mission is helping foreign tech companies successfully move into the U.S. market and, in turn, showing U.S. businesses what it takes to succeed overseas. “Helping international companies succeed here is good for the community and good for the economy,” Isik said.

Even in his consulting business, Isik’s ties to UCI run deep. Two of his closest advisors at Related & Co. are UCI alumni association member Neil Sahota, an IBM Master Inventor and business development leader with the IBM Watson Group, and UCI DCE instructor and technology/business consultant Richard Steele. Even when he lived abroad, Isik would visit Irvine every summer, re-connecting with the UCI community.

And in spring, Isik will likely be part of a potential new program for international tech entrepreneurs, showing them from example how to integrate into the American business environment and make their own unique talents flourish on a worldwide stage.

“I’m a very lucky guy,” he said. “Not lucky like winning the lottery, just lucky my entire life. And now I want to give back, be a role model. These students have achieved a lot in their own countries, and I want to show them how to achieve their dreams in a new culture, a new country with new rules. Give them the tools and direction to do it from scratch. If they can pull this off, they can succeed and have a wonderful life anywhere in the world.”
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Contact: Dr. Joanne Zinger, Faculty Advisor, (951) 662-3735
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For more information, email ntaheri@uci.edu or call (949) 824-9427.
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**LOCATION:** Natural Sciences I, Room 1114
**TIME:** 3PM-5PM

**March 17, 2017 (FRI)**
**LOCATION:** Natural Sciences I, Room 1114
**TIME:** 3PM-5PM

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Location: UCI School of Law

Learn more:
Free Webinar:
Wednesday, March 15, 2017
12:00 - 12:45 pm

Open House:
Monday, May 8, 2017
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Register at ce.uci.edu/hslaw

“My son THOROUGHLY enjoyed the class. Every evening he came home eager to discuss what he had learned. At the conclusion of the class, he summed it up best, ‘Now I know, more than ever, THIS is what I want to pursue!’”

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Not pictured:
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- **Jeremy McCarthy**, Spa and Hospitality Management
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It’s a proven fact that nearly 80% of people are unhappy in their careers. If they are so discontent, then why are they spending time in a job that they hate, rather than focusing on finding a career they love?

Scott Dinsmore presented “How to Find the Work You Love,” during a Ted Talk. He asks, “why are you doing the work you do?” This is worth considerable consideration. Ask yourself this, and be honest, why would you work at a job that is completely incongruent to your true passion? He suggests three ways to find your path to a career you love:

1. **Become a self-expert.** Find your unique strengths to determine what you really want out of a career. To do this you must 1) believe in yourself, 2) live and speak your truth rather than giving away your power to someone else, 3) keep moving forward at all costs and let go of any insecurities, and 4) always view yourself in a positive light.

2. **Establish a hierarchy for decision-making.** The most important decision you can make is to surround yourself with the right people. Seek out people that inspire creativity, ingenuity, and forward thinking. Study their actions, their ability to lead, and use their inspiration as a stimulus to build your dream.

3. **Use your experience to guide you.** And that means rebuilding your confidence. Your experience has led you here and it will help you identify what lies ahead. Capitalize on your accomplishments to 1) define your objectives, 2) set a plan, and 3) execute on what really makes a difference for you.

Finding work you love requires strength and strength comes from change. You’re looking for a revolution, not an evolution. Muhammad Ali said, “Impossible is just a big word thrown around by small men who find it easier to live in the world they’ve been given than to explore the power they have to change it.”

“Impossible is not a fact. It’s an opinion. Impossible is not a declaration. It’s a dare. Impossible is potential. Impossible is temporary. Impossible is nothing.”

Muhammad Ali
6 Benefits of Continuing Education

1. **Expanded job opportunities**
   Earning a certificate or taking continuing education courses can help position you for higher responsibilities or promotion.

2. **Broadened horizons**
   Obtaining additional education can boost your value in the job market – making you more marketable to potential employers.

3. **Keep pace with work trends**
   Continuing education is a great way to stay abreast of developments and best practices in your field.

4. **Enhanced confidence**
   A continuing education certificate can help boost your self-image and confidence at work, and in other aspects of your life.

5. **Job satisfaction**
   Employees who actively develop new skills and knowledge tend to experience higher job satisfaction than those who do not.

6. **Learning to learn**
   Explore a field unrelated to your job that interests you — for personal development or simply for fun.

Continuing education can change your life. For the better.
SPRING 2017
COURSES BEGIN: MARCH 27

SUMMER 2017
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