



## Public - Private Partnerships:

ILAC International College: Your partner in diversity



# Presenters



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# Presentation Outline

1. About ILAC
2. ILAC International College: A New Pathway Model
3. ILAC IC Public – Private Partnerships
4. Benefits for Students
5. Benefits for Institutions
6. PPP in Action: Douglas College & ILAC Case Study



## About **ILAC**

- Established in 1997 – Pioneer Pathway Program
- **10** campuses in Toronto & Vancouver
- **15k+** students in 2018 – 70 nationalities
- **82** partnerships with Canadian colleges & universities
- Counselling and placement services offered at no cost to ILAC & ILAC IC students (15 specialists in Toronto & Vancouver)
- **1400+** students placed into Canadian public post-secondary institutions in 2018





# Students from 70+ countries





# Our Pathway Partners

## BRITISH COLUMBIA



## ONTARIO



## NEW BRUNSWICK



## MANITOBA



## NOVA SCOTIA



## ALBERTA







# ILAC International College: New **Pathway** Model

*“Our goal is to be the most effective Private-Public Sector Partner in Canada”*



## About **ILAC International College**

- Private career college
- Est. 2013 in Toronto & Vancouver
- 9 career-focused programs: Business, Sales, Marketing & Customer Service, Health Care Administration (upcoming)
- 200 Co-op partners / 100% guaranteed placement
- 1200+ international students in 2018



Designated B.C. Private  
Training Institutions Branch



BC Career Colleges  
Association



Province of British Columbia:  
Education Quality Assurance



Career Colleges  
Ontario

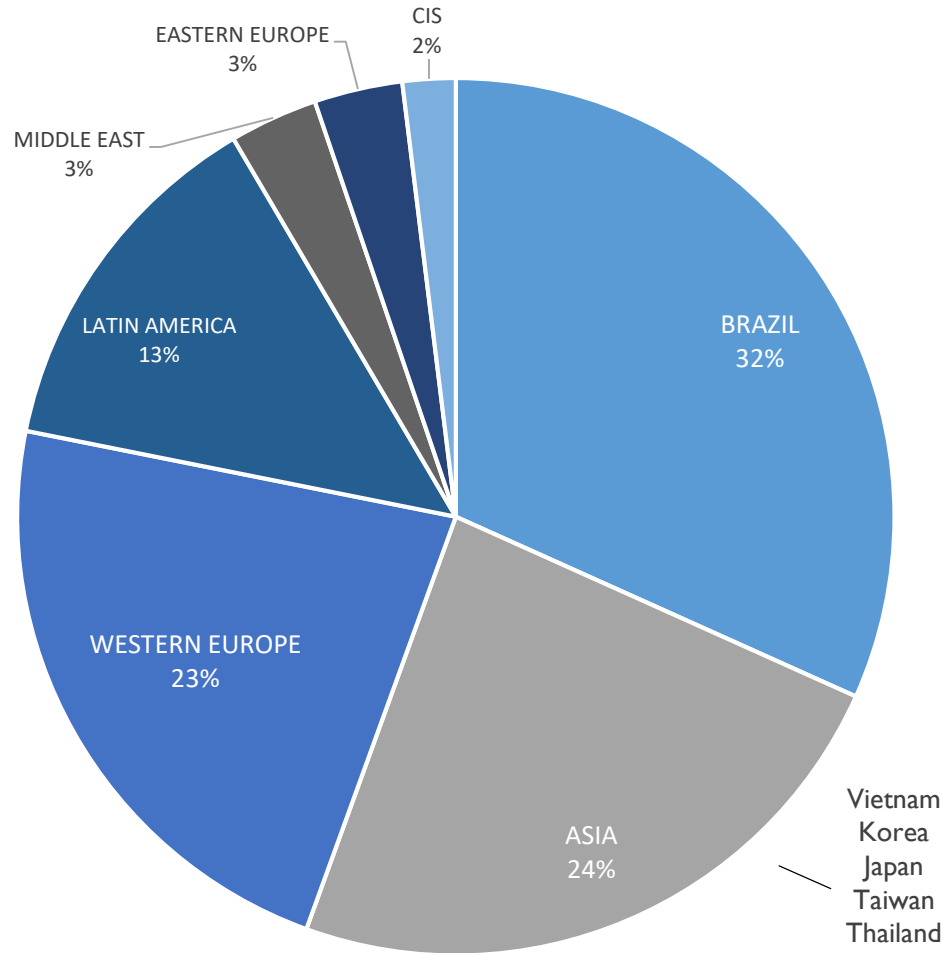


National Association of  
Career Colleges





# Nationality Mix



## Top 10 Nationalities

- BRAZIL
- FRANCE
- TAIWAN
- KOREA
- MEXICO
- SPAIN
- COLOMBIA
- JAPAN
- TURKEY
- VIETNAM



# Student Success Story

- Student: Mariana Abrao from Brazil
- Graduated from ILAC International College (SEB) in 2015
- Graduated from George Brown College – Human Resources Management in 2017
- Current position: **HR Assistant/Recruiter** in Toronto





# Student Success Story

- Student: Murak Ortak from Turkey
- Graduated from ILAC International College (SEB) in 2015
- Graduated from Seneca College – Computer Programming Diploma Program in 2017 (GPA 3.8)
- Current position: **Software developer** at Bell Canada





# ILAC IC Student Profile

Young  
Professionals

Achieved  
English  
Proficiency

Canadian  
Education  
Credential

Established  
Social  
Network

Canadian  
Work  
Experience



# ILAC IC **Public – Private** Partnerships



**ESL**  
Articulation

**Academic Pathway**  
Credit Transfer





# ESL Articulation

- University Pathway Program
  - Critical thinking & Research
  - Essay Writing & Oral Presentations
  - Test Preparation & Exam Writing Techniques
  - Time Management
- Students exempt from additional language testing (*No TOEFL or IELTS*)
- Conditional offers

Each English level is 4 weeks

ENGLISH LEVELS	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
ENGLISH BANDS	INTRO	BEGINNER		PRE-INTERMEDIATE		INTERMEDIATE		HIGH-INTERMEDIATE		PRE-ADVANCED		ADVANCED		HIGH-ADVANCED		PROFICIENCY	
PRINCIPAL COURSES AVAILABLE	GENERAL ENGLISH									UNIVERSITY PATHWAY I		UNIVERSITY PATHWAY II CERTIFICATE		UNIVERSITY PATHWAY III CERTIFICATE			
										PW 1.1	PW 1.2	PW 2.1	PW 2.2	PW 3.1	PW 3.2	PW 3.3	PW 3.4



# ILAC IC English Proficiency Expected Outcomes

ILAC IC English Exit Level

ENGLISH BANDS	Intro		Beginner			Pre-Intermediate		Intermediate		High-Intermediate		Pre-Advanced		Advanced		High-Advanced		Proficiency
ILAC Level	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	
Pathway Program										PW 1.1	PW 1.2	PW 2.1	PW 2.2	PW 3.1	PW 3.2	PW 3.3	PW 3.4	
TOEFL iBT					35+				55+		60+		70+			80+	100+	
IELTS					3+				4.5+		5+		5.5+			6.5+	7+	





# Academic Pathway Credit Transfer

- Students receive advanced standing for their courses at ILAC IC
- ON:
  - Customer Service: 12 credits towards Georgian College – Hospitality Diploma
  - Sales & Marketing: 18 credits towards Georgian College – Business Diploma
- BC:
  - Customer Service: 9 credits towards Douglas College – Hospitality Management Diploma





## How students benefit

- Higher success rates in both academic & co-op placements
- Up to \$6,000 in tuition savings
- 15 full-time Pathway Specialists that provide complimentary 1:1 counseling & placement
- Opportunity for short-term students to revise their plans onshore
- Canadian-based students get to visit your schools before applying
- 3-year PGWP





# How institutions benefit

- Nationality diversification
- Culturally-integrated cohort
- Soft-skills instruction & academic preparation
- Better academic results
- Better conversion & retention rates
- Canadian-based students can fill last-minute available seats
- Reduced visa issues
- Academic pathways may address capacity needs
- **Lower recruitment cost**





## Joint Marketing Efforts

- 22 years building relationship with recruitment agents
- Network of 5,000+ agents all over the world
- Agents are screened based on their reliability and performance
- Canada Partnership Forum: ILAC-hosted events in Canada and around the world – 25 cities
- ILAC pathway partners & hundreds of agents per event
- Toronto – April, 2020 - 220 higher-education-focused agents from 30 countries





**DOUGLAS**

**PPP in Action**  
**Douglas College & ILAC Case Study**



# Academic Partnership



Service Excellence for  
Business Diploma

Advanced Standing  
9 credits



Hospitality Diploma  
Program





## Service Excellence for Business Diploma

- Canadian Workplace Essentials - 60 hours
- Customer Service Skills – 60 hours
- Food and Beverage Service - 60 hours
- Event Planning – 60 hours
- Front Desk Services – 60 hours
- Sales Fundamentals – 60 hours
- Human Resources Fundamentals – 60 hours
- Leadership – 60 hours
- Work Experience - 480 hours

Advanced Standing  
9 credits



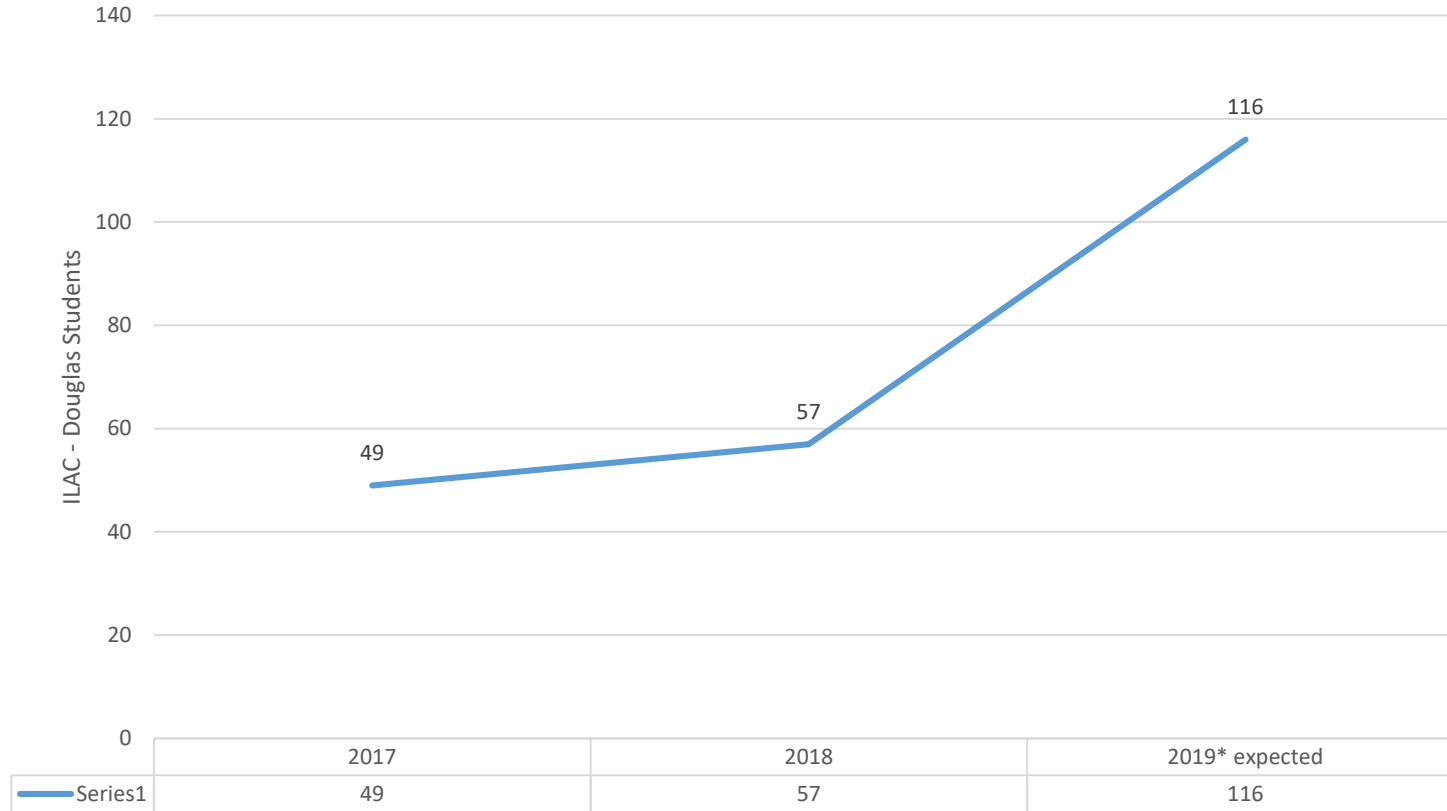
## Hospitality Diploma Program

- Food and Beverage Service Management  
HOSP 1235
- Front Desk Management HOSP 2240
- Event Planning HOSP 2465





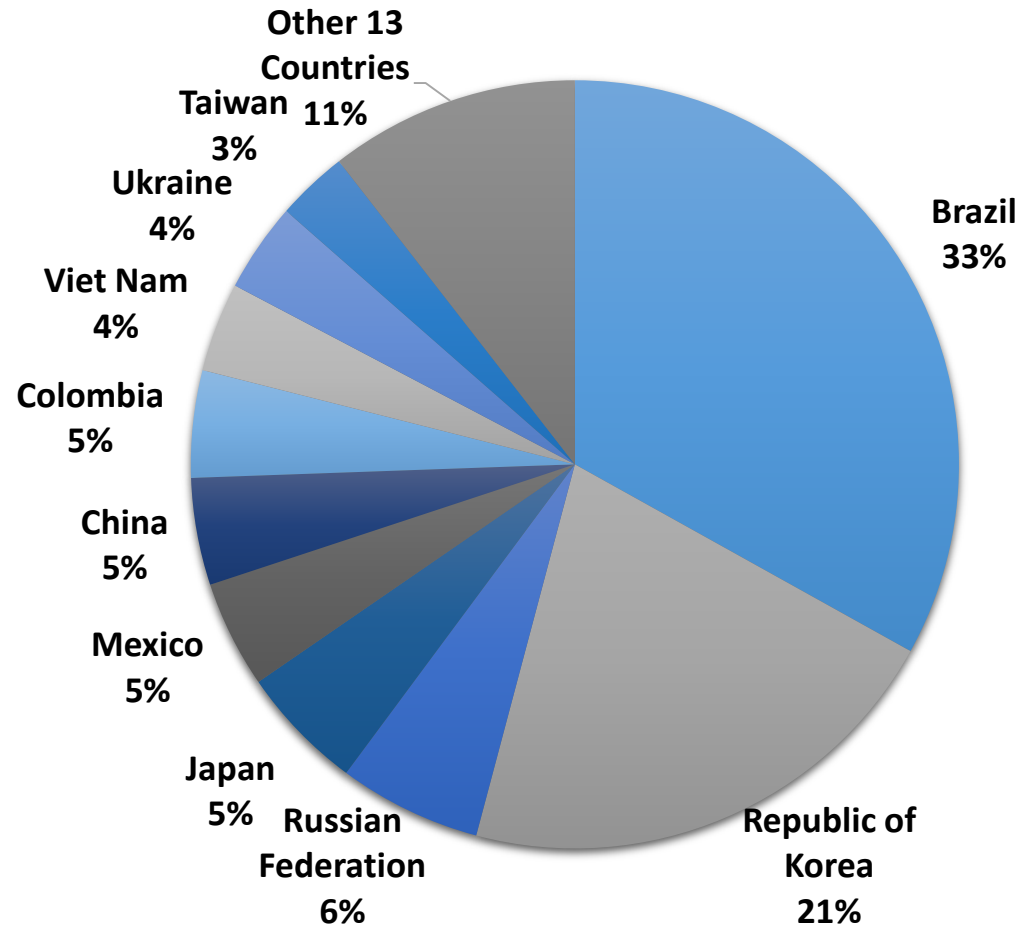
# ILAC – Douglas Pathway Students





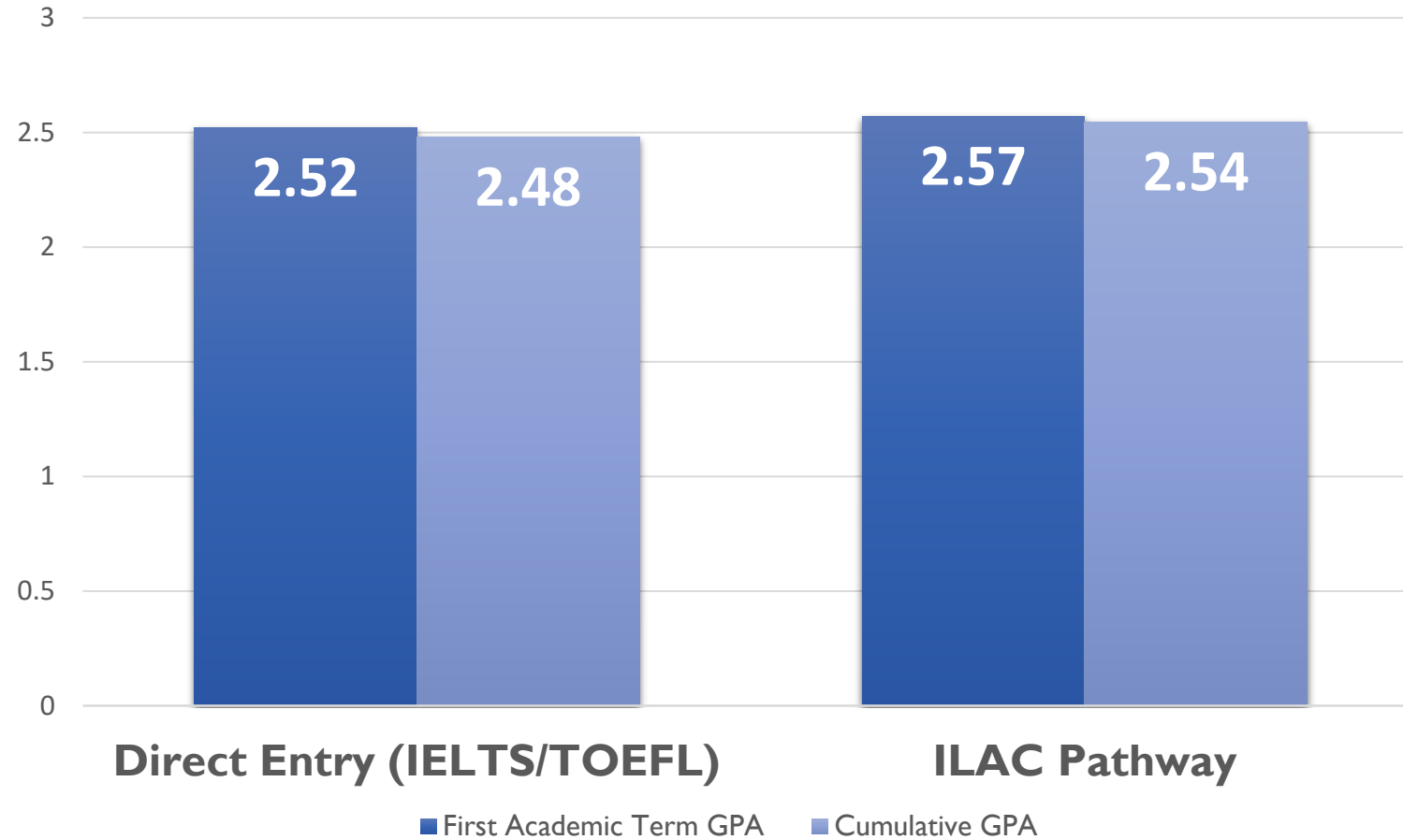
# ILAC – Douglas Diversity

(Top 10 – May 2014 - Jan 2019)





## Douglas College – Direct-Entry vs. ILAC Pathway GPA (May 2014 – Jan 2019)





# Take-aways



## Remember this...

- Student success with onshore ILAC and ILAC IC PPP
- Language and academic articulation
- Diversification of student body
- Lower recruiting costs
- Douglas success story



**Thank you!**