



**The State of New Hampshire  
Insurance Department**

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Roger A. Sevigny  
Commissioner

Alexander K. Feldvebel  
Deputy Commissioner

August 26, 2015

Her Excellency, Governor Margaret Wood Hassan  
And the Honorable Council  
State House  
Concord, New Hampshire 03301

**REQUESTED ACTION**

The New Hampshire Insurance Department requests authorization to enter into an Educational Tuition Agreement and to pay costs not to exceed \$1,250.

<b>INSTITUTION:</b>	College for America at Southern New Hampshire University
<b>COURSES:</b>	<b>24 Completed Projects</b> November 1, 2015 – April 30, 2016
<b>EMPLOYEE:</b>	Robin Perry Insurance Claims Representative
<b>DISTRIBUTION CODE:</b>	Funds to be encumbered from the following account: <b>02-24-24-24010-25200000-066-500544</b> Employee Training / Educational Training (Tuition)
<b>TOTAL TUITION COST:</b>	\$1,250
<b>STATE SHARE:</b>	\$1,250-Agency Income
<b>SOURCE OF FUNDS:</b>	Insurance Department Administrative Assessment

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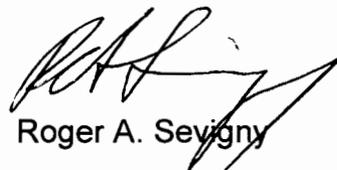
### EXPLANATION

College for America at Southern New Hampshire University has partnered with the State of New Hampshire to provide state employees with low-cost, competency-based associate and bachelor degree programs. The employee is required to complete competency based projects each semester that are tied to specific goals (attached) to earn either an Associate's Degree in General Studies or a Bachelor's Degree in Communications.

This employee was hired by the State of New Hampshire on October 10, 2008 and accepted a Program Assistant II position in the Department on November 15, 2013. Ms. Perry was recently promoted to an Insurance Claims Representative as of June 12, 2015. In her current role, she provides information and assistance to consumers regarding their legal rights under NH insurance laws and regulations and mediates disputes between carriers and consumers. The employee will be pursuing an Associate's Degree in General Studies. Further development of the employee's communication skills and knowledge of management practices will build upon the employee's competency in interfacing with insurance carriers and consumers, and in the employee's ability to independently direct health care issues referred to the Department to the appropriate personnel. Successful completion of the program will add to the overall strength of the Department to perform its mission to the residents of New Hampshire.

The employee will be completing projects on her own personal time. A fully executed tuition agreement is attached.

Respectfully submitted,



Roger A. Sevigny



## STATE OF NEW HAMPSHIRE

### EDUCATIONAL TUITION AGREEMENT

#### COLLEGE FOR AMERICA

AGREEMENT dated this 1 day of September 2015 by and through the New Hampshire Insurance Department (hereinafter referred to as the "State") and, Robin Perry (hereinafter referred to as the "Recipient")

The State and the Recipient do hereby mutually agree as follows:

1. The State shall pay "per approval by Governor and Council" to the College for America the sum \$1,250.00 which monies shall be used for the sole purpose of enrolling the Recipient in a program for 24 projects to be earned within a 6 (six) month term being offered by College for America. The 6 month term shall commence on November 1, 2015 and will terminate on April 30, 2016.
2. The Recipient shall complete assigned projects in the 6 month term listed in paragraph 1.
3. Recipients enrolled in College for America shall provide documentation supporting projects completed per 6 month term.
4. Should the Recipient fail to complete any project during the 6 month term in paragraph 1, the Recipient shall pay to the State the sum set forth in paragraph 1, within 60 days from the date the term was to terminate, provided, however, that if more than one project was completed during the 6 month term, listed in paragraph 1, the amount which shall be paid to the State shall be calculated on a pro rata basis.
5. Upon the satisfactory completion of the 6 month term named in paragraph 1, the Recipient shall continue in the employ of the State in his/her current position (or in such other position, at equal or greater compensation, to which he/she may be assigned) for the period of twelve (12) months.
6. Should the Recipient breach any of the conditions set forth in paragraphs 3 and 4, the Recipient shall pay to the State a sum equal to all monies previously paid by the State for the Recipient pursuant to this Agreement, provided, however, that the Recipient shall receive a credit for each month in which he/she is employed by the State subsequent to the date upon which the named course(s) are satisfactorily completed, the value of said credit to be calculated on a pro rata basis.

IN WITNESS WHEREOF the representatives of the State, in his/her official capacity only, and without personal liability, and the Recipient, have hereunto set their hand on the date first above written.

RECIPIENT

THE STATE OF NEW HAMPSHIRE

Robin Perry  
Robin Perry

BY: Alexander K. Feldvebel  
Alexander K. Feldvebel

STATE OF NEW HAMPSHIRE  
COUNTY OF MERRIMACK

On this the 3<sup>rd</sup> day of, September, 20 15  
before me, Sarah Prescott, the undersigned officer,  
personally appeared, Robin Perry, known to me (or  
satisfactorily proven) to be the person whose name is subscribed to the within instrument and  
acknowledged that she/~~he~~ executed the same for the purposes herein contained.

In witness whereof, I hereunto set my hand and official seal

Sarah Prescott

(Signature of notarial officer)

(Seal if any)

Justice of the Peace, State of New Hampshire

My commission expires \_\_\_\_\_ SARAH K. PRESCOTT, Notary Public  
~~My Commission Expires June~~

Three credits are earned with the mastery of each Goal. The tables that follow demonstrate which CFA Goals are equivalent to which Southern New Hampshire University courses.

### AA in General Studies

CFA Goal Name	SNHU Course Name	Course Number
Leverage Business Tools	Introduction to Business	OL 110
Establish a Professional Presence	Business Communication	ENG 220
Investigate Business Ethics	Introduction to Ethics	PHL 212
Access Information	College Composition II	ENG 121
Build Teamwork Through Marketing	Introduction to Marketing	MKT 113
Manage People	Human Relations in Administration	OL 125
Analyze Data	Macroeconomics	ECO 202
Develop a Budget	Personal Financial Planning	FIN 250
Examine Ethical Perspectives	Introduction to Philosophy	PHL 210
Apply Economic Theories	Microeconomics	ECO 201
Confront Culture	Introduction to Cultural Anthropology	ATH 111
Experiment with Psychology	Research II Scientific Investigation	PSY 224
Evaluate Popular Psychology	Introduction to Psychology	PSY 108
Explore Writing	World Literature I: Foundations of Culture	LIT 201
Consider the Environment	Environmental Science	ENV 101
Decode Media	Language/Practice of Media Art	COM 128
Chart the Evolution of Media	Introduction to Mass Communication	COM 126
Plan for Success	Success Strategies for Online	SNHU 107
Experience Art	Introduction to Humanities I	FAS 201
Solve Problems	Principles of Management	OL 215

### BA in Communications

CFA Goal Name	SNHU Course Name	Course Number
Account for Business	Financial Accounting	ACC 201
Advertise a Product or Service	Advertising Copy and Design	ADV 263
Capstone Goal	Capstone	CFA 499
Communicate Across Cultures	Exploring World Cultures/Mass Media	COM 320
Construct and Deconstruct Media	The Science of Persuasion	CFA 420
Contribute to Society	The Engaged Citizen: Current Issues in the Community	SOC 2ST1
Control the Message	Public Relations	COM 227
Convey Technical Information	Technical Writing	COM 341

Create Multimedia	Principles of Integrated Marketing Communications	MKT 229
Demonstrate Cultural Competence	Intercultural Communication	COM 220
Go Behind the News	Introduction to Journalism	COM 235
Lead a Team	Leadership	OL 328
Leverage Social Media	Social Media	COM 310
Manage a Business Organization	Organizational Behavior	OL 342
Manage a Healthcare Organization	Healthcare Management	CfA 422
Market a Product or Service	Marketing Foundations Experience	MKT 212
Navigate the US Healthcare System	Healthcare Delivery Systems	HCM 340
Negotiate Difference	Interpersonal and Small-Group Communications	CfA 421
Promote Health and Wellness	Biological Concepts for Public Health	PHE 321
Represent an Organization	Organizational Communications	COM 332
Research Communications	Special Topics in Research: Communications	CfA 320
Use Math to Solve Problems	Mathematics to Address Business Challenges	CfA 321
Work Within the Law	Business Law I	BUS 206

#### UNIVERSITY STANDARDS OF ACADEMIC QUALITY

The University, as a community of people, is committed to furthering scholarship, academic pursuits, and service to our society. As an institution, our purpose is to ensure all students have an equal opportunity to fulfill their intellectual potential through the pursuit of the highest standards of academic excellence. Certain rights and obligations are inherent in membership in any academic community committed to such goals:

- The rights of personal and intellectual freedom, which are fundamental to the idea of a university;
- Strict respect for the equal rights and dignity of others;
- Dedication to the scholarly and educational purposes of the University and participation in promoting and ensuring the academic quality of the institution.

Students are responsible for obtaining, learning and observing the established University policies as listed in all official publications. In addition, students must comply with the legal and ethical standards of the institution, as well as those of the state of New Hampshire, as well as any other laws, rules and or regulations of other relevant jurisdictions. All members