

Canadore College Spring Semester Update for Agent Partners

Dear Recruiting Partners,

We are pleased to provide our 2nd edition of Canadore College's Semester Update for agent partners.

The Semester update is shared with agents we have agreements with at every intake (Fall, Winter and Spring). It seeks to provide agents with valuable information, resources, tools, tips, training, academic delivery and admission related guidance to successfully help agents in their international student recruiting efforts for Canadore College.

We recognize that during these difficult times, agents and students may face additional challenges and needs. We at Canadore College are confident that our focus on student success, program and service excellence, and connection to our communities, agents will be well positioned to provide that assurance to international students that Canadore is a college that is fully committed to student success and we take pride in creating the best possible environment for learning. We are a college of choice in the Province of Ontario and around the world.

In the event that your agency agreement with Canadore College has expired, please contact **Lianne Bettiol, Supervisor, Agent Relations** who is Canadore's dedicated resource to support agents in recruitment efforts.

For queries and support, please email: agent.relations@canadorecollege.ca. or to book a consultation, view my **Calendly schedule** between 8:30 a.m. and 4:30 p.m. Eastern Standard Time (EST).

Summer hours: May 25, 2021 to September 3, 2021 from 8:00 a.m. to 4:00 p.m.

I look forward to continuing to strengthen our partnership.

Lianne Bettiol

Lianne Bettiol

Supervisor, Agent Relations

Canadore College of Applied Arts and Technology

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CANADORE
college.ca

\$15.4m student
spending regionally = **616,000**
enough to buy
litres of maple syrup

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1. Upcoming Improvements to the Canadore Agent User Experience

Microsite providing pertinent agent recruitment information and material

- Key Information (intake dates, program information, recruitment partnering information, attendance at annual ICEF recruitment events)
- Agent handbook
- Agent Training (WebEx link)
- Agent Semester Updates
- Active Agent Listing
- Static Listing of Agents
- Agent Guidelines & Policies (including associated EmailMe, Agent Intake and Student Detail Forms)
- Agent Relations - Key Contacts
- Supervisor, Agent Relations
- Regional Managers

Webinar and Agent Training Schedule

- Navigating the OCAS Platform as it relates to Offers, Deferrals and Program Choices
- Program Highlights

2. Canadore's Supports, Communication and Resources for Education Agent Partners

Agents are encouraged to visit our [Frequently Asked Questions](#) page. The FAQs are updated frequently and provide responses to the most commonly asked questions from students and agents.

International Student Orientation Page

Canadore hosted an [orientation and welcome event](#) for international students that registered in our Spring/Summer 2021 programs.

We welcome agents to view content of [recorded sessions](#) capturing information on academic, student support services and support for International students on our orientation page located on our website.

Agents can now communicate to students our Fall 2021 International Student Orientation dates:

- North Bay and Parry Sound Campuses - Monday, August 23, 2021 - 9:00 a.m. to 11:00 a.m. EST
- Mississauga Campus – Tuesday, September 7, 2021 – 10:00 a.m.
- Scarborough Campus – Wednesday, September 8, 2021 – 10:00 a.m.
- Brampton Campus – Thursday, September 9, 2021 – 10:00 a.m.

A notification email and notice via [iCent](#) will be sent to registered students closer to the orientation dates.

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International Student Semester Update

In addition to semester updates to agents, we now release a semester update for our International students to align with our semesters. We encourage agents to read this newsletter in this section of [our website](#). The information in the newsletter will position agents well in providing accurate information to support students with queries as it pertains to immigration updates, process for travelling to Canada, Quarantine Plan requirements, health insurance providers, [mandatory iCent App](#), processes, surveys, special events for students, student success services, international student success stories, orientation for each intake and who to contact page for [North Bay and West Parry Sound Campuses](#) and [Greater Toronto Area Campuses](#).

Should you require guidance on matters pertaining to international students, please do not hesitate to contact us. For the most efficient response, please refer to the *Who to Contact page* on the Canadore website:

- [North Bay and West Parry Sound Campuses](#)
- [Canadore@Stanford](#)

Geographical Entrance Awards

Canadore offers [Geographical Entrance Incentives](#) for registered International students who originate from Africa, Bangladesh, Bhutan, Central and South America, Eastern Europe, Indonesia/Malaysia, Morocco, Nepal, Pakistan, Philippines, Senegal, Sri Lanka and Vietnam.

ICEF Agent Fairs

The Supervisor, Agent Relations is participating in the following ICEF Fairs in 2021 to recruit agents from various areas of the world to diversify our international student population at our North Bay and West Parry Sound campuses:

May 11 th to 13 th , 2021: Americas	~	June 8 th to 10 th , 2021: Africa
June 22 nd to 24 th , 2021: Asia	~	September 28 th to 30 th , 2021: Latin America

Promotional Material

Current Promotional Material are available for agent use:

- [Canadore Branding](#)
- [International Student Guide](#)
- [Student Residence](#)
- [2021-2022 Program Guide](#)
- [Program Search Feature](#)
- [Important Dates and Deadlines](#)
- [City of North Bay](#)
- [Canadore Experience](#)
- [Virtual Tour - Canadore College](#)
- [West Parry Sound Campus](#)
- [Town of Parry Sound](#)

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Program Highlight – North Bay, Ontario Campus

Mechanical Techniques – Machinist: Located at our Commerce Court Campus in North Bay, Ontario, learn to produce custom parts for any type of vehicle or machinery. Students receive extensive training on manual machines as well as automated Computer Numerical Control (CNC) machining equipment and gain skills to produce custom parts for virtually any type of vehicle or machinery. Mechanical technicians are sought in several industries including automotive, mining, forestry and aviation.



For more information about the Machinist Program, please contact Robert Korn, a faculty member in the program in the School of Trades and Technology: rob.korn@canadorecollege.ca.

Rural and Northern Immigration Pilot Program (RNIP)

North Bay, Ontario Canada is only one (1) of eleven (11) communities chosen by Immigration, Refugee and Citizenship Canada to participate in the **Pilot Program** to meet the economic goals and develop the local economy by supporting the development of the workforce in high demand jobs. The program is managed by the **North Bay & District Chamber of Commerce**. As stated on the **Government of Canada website**, Canada encourages applications for permanent residence from people with abilities, education and work experience that will contribute to the Canadian economy.

The community-driven pilot program is designed to spread the benefits of economic immigration to smaller communities. This is facilitated by creating a path to permanent residence for skilled foreign workers who want to work and live in the community. Canadore College has high quality/high demand programs that may help motivate mature students to achieve requirements in the RNIP application process.

Agents are encouraged to include information about the **Rural and Northern Immigration Pilot Program – North Bay, Ontario Canada** in their **promotional material** in their recruiting efforts. To learn more about the National Occupational Classification (NOC) List, please refer to the **Government of Canada website**.

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3. OCAS Portal - Support and Resources

New and existing agents working with Canadore College are required to use the **OCAS System** to upload international student applications. OCAS has **resources and guides readily available** and a **video guide** available for viewing. A. In addition, a **recorded Training Session** for agents was held in January 2021 to guide agents on how to navigate the OCAS platform.

Changes to your Agency's Contact Information?

Agent managers may now contact **OCAS Customer Support** directly to request updates to your agency's name and/or address. Be sure to notify agent.relations@canadorecollege.ca of updates.

Spring 2021 Commission Statements

Canadore College will produce a list of registered students per agents within the next few weeks. For agents working directly with Canadore's North Bay and Parry Sound campuses and our Regional Managers, Meidan Ding and Sonia Takkar, you will receive a summary of students who registered in our Spring intake from agent.relations@canadorecollege.ca. Please complete the student details for commission submissions located in the **agent resources in Dropbox** along with your agency invoice and submit the two (2) documents to accounts.payable@canadorecollege.ca with a copy to agent.relations@canadorecollege.ca.

Canadore@Stanford Agents

For agents working directly with Canadore@Stanford for Toronto Area campuses, you will receive an email from Alice Zang, alice@scbt.ca listing registered students along with their process for submitting commission statements.

4. Academic Delivery and Admissions-Related Matters

Academic Delivery Plan

- Information on the Academic Delivery Plan for Fall/Winter 2021/2022 for North Bay and Parry Sound Campuses is now available **here!**
- Information on Academic Delivery Plan for Fall/Winter 2021/2022 for Canadore@Stanford for Greater Toronto Area campuses is now available **here!**

Intake Dates

Spring 2021:	Closed
Fall 2021:	Currently closed for GTA (Greater Toronto Area) campuses. North Bay and West Parry Sound campuses are open for most programs. Login to OCAS to see what programs are still open to accept student applications
Winter 2022:	Canadore College will communicate opening date to agents once determined

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Admissions, Fees, Payments and Refund Processes

Detailed information on [admission process](#), eligibility, [fees, payments and refunds](#) are located in our [Frequently Asked Question section](#) of Canadore College's website.

Deferrals

Deferral requests are no longer being accepted for Spring/Summer 2021 Intake. The last date for deferral request was May 3, 2021. This is a good opportunity to review our [deferral policy](#). Should you have an extenuating circumstance, please reach out to international.admissions@canadorecollege.ca.

Registration

Please assure that students do not register if they intend to defer to a subsequent term of study. During the registration process, students acknowledge and accept the terms and conditions of our refund policy. Once a student is registered for the current term of study, any deferral requests that are in progress will be cancelled.

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Agency Spotlight

Canadore will feature an agency spotlight with every Semester Update. We look forward to continuing to support agents in their continued recruiting efforts. We asked Mohit Rishi from Rishi Immigration a few questions about their agency. Thank you [Rishi Immigration!](#)

How long have you been an agent for Canadore College?

Rishi Immigration has been working with Canadore college since April 2020 so It's been one year only! However, we are looking forward to our long-term relationship with Canadore.

Where do you recruit students?

We recruit students from India as well as onshore international students.

What was your agency's conversion rate in the first year?

Our agency's conversion rate was between 86 to 90% in the first year. For instance, we have given around 220 applications to Canadore College during 1 year and we were successful in converting around 180 to 190 students who paid the tuition fees.

What has influenced you the most when it comes to how you approach your work?

My parents' work ethics, honesty and dedication toward their work and responsibilities have always influenced me to be like them in the professional world.

Describe what behaviour or skills do you attribute to your success?

I believe that discipline, avoiding procrastination and time management skills are my greatest attributes. To complete my task/work, I prefer to create a concrete plan. Leadership and teamwork skills are also my great assets to success.

What tips would you give to other agents to provide a great service to students?

At Rishi Immigration, honesty is the key factor when we provide service to our students. Just being honest with your students can make a significant difference for your business in the international student recruitment industry. We have a saying at our firm, "we can afford to lose students instead of giving false hope to them."

What are some of the most popular programs that students are seeking in your market?

Early Childhood Education, Business Management , Supply Chain Management, Business, Functional, genomics and clinical consultation

How do you find work/life balance

Being an entrepreneur, you can always find it challenging to make a work/life balance. So I have implemented a few rules to make this balance. I have set fixed working hours, I do not check my emails and work phone after business hours and I plan holidays to spend time with friends and family.

