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**“Once you have that certification,  
it’s that one thing that says  
you’re absolutely prepared to  
do the job you’ve trained for.”**

*Randi Lee  
ANU Graduate  
Danville, VA Campus*



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# ANU Degrees: Beyond an Education – Professional Certification

The intersection between college degrees and professional certifications is becoming more pronounced as more employers look for both in today's fastest-growing skilled professions. As part of ensuring academic excellence and career preparation for all our students, American National University builds preparation for key certifications into appropriate programs based upon the recommendation of employers and workers in the field. For ANU graduates like Randi Lee, a Certified Surgical Technologist, and Sylvia Allen, a Registered Health Information Technician (RHIT) – having that professional certification paired with their degree was key to their ability to work in their fields.

**“Certification is the shining beacon on your résumé to get the job interview.”**

After thirteen years of working in medical records as an Electronic Medical Record (EMR) Content Specialist, “[My employer] started requiring that you have the RHIT to stay in the particular job that I was in,” Sylvia explained. Although her options included taking courses online or at a local community college, she opted to enroll in the health information management associate’s degree program at the ANU Louisville, KY Campus, where she could earn her associate’s degree and be prepared for her certification at the same time.

“National was the best fit for me,” she stated simply about her choice. “I wanted some hands-on. I knew [National] was smaller classes.” The success of her coworkers reassured her of her decision. “We actually, in our department, have had managers and supervisors – graduated from National – who have gone here and work in the field,” she shared. Sylvia graduated earlier this year in February 2015, and then passed her RHIT exam with time to spare within the five year deadline her employer had set for her to get certified.

For Randi Lee, finding a surgical technology program that prepared her for the Certified Surgical Technologist (CST) exam was important when she moved from Delaware to Virginia. “Once you have that certification, it’s that one thing that says you’re absolutely prepared to do the job you’ve trained for,” Randi stated. As a surgical technologist in a busy hospital, she explained, confidence in your training and knowledge is absolutely necessary in order to do your job well. “You’re basically on the front lines in the operating room,” she



*Sylvia Allen enrolled in the health information management program so she could work toward her degree and certification at the same time.*



*Certified Surgical Technologist Randi Lee received three job offers upon completing her program and passing the CST certification exam.*

shared about the responsibilities of her job. “You’re the right hand person assisting the surgeon.”

National’s surgical technology program gave her the experience she needed through her classes, hands-on labs, clinicals, and externship to have that assurance in the operating room, but it also prepared her for the certification that would indicate to her future employers that she had the training needed to fulfill her responsibilities as part of the operating team. After graduating from the Danville, Virginia Campus and successfully passing her CST exam, Randi had three interviews within a two-week period, and job offers from all three interviews. “Certification is the shining beacon on your résumé to get the job interview,” she said about what set her degree from ANU apart from the competition.

Like many of our graduates, Sylvia and Randi found that the ability to earn their degree and prepare for their certification at the same time only strengthened

*Continued on next page*

their educational experience at ANU. “Studying for the certification exam gives you better preparation in your program of study,” shared Randi about how studying for her certification went hand-in-hand with her degree. “It gets you that much more prepared for your career field.” Looking ahead to the next ten years, Randi plans on building upon her certification with more training and advanced certification as a Certified Surgical First Assistant (CSFA). For Sylvia, although her main goal was to prepare for the certification required by her employer, she was glad that she could simultaneously earn her degree because, “You can only improve yourself. It can only be an advantage.”

Although college education remains a “minimum ticket to ride” in an employer’s consideration for hire, says Matthew Sigelman, chief

## “Certification is a stamp – that you’ve actually done it, you can do it, and you are here to do it.”

executive of Burning Glass (a company that analyzes job ads), more and more studies are finding that companies are requiring certifications in addition to the college degree as validation of specific competencies in a career.<sup>1</sup> “Certification shows that you have the skills – you have what is needed. It’s not just that you have been to school,” shared Dominic Boamah, vice president of ANU academic affairs for information technology. “Certification is a stamp – that you’ve actually done it, you can do it, and you are here to do it.” In responding to the workforce demands, American National University continues to incorporate those key professional certifications as a way of providing our students with an education that not only provides academic excellence, but prepares them with all the necessary qualifications required for a career in their field.

### ANU PROGRAMS PREPARE STUDENTS FOR KEY PROFESSIONAL CERTIFICATIONS\*

Several of the programs at ANU prepare our students for certifications that are valuable for their career. These are just a few of our key programs and the certifications you could prepare for as you earn your degree.

FIELD OF STUDY	PROGRAM NAME	CERTIFICATION
BUSINESS	Business Administration - Management	Certified Associate of Project Management (CAPM®)
	Pharmacy Tech	Certified Pharmacy Technician (CPhT)
HEALTH SCIENCES	Medical Office Professional	National Certified Medical Office Assistant
	EMS- Paramedic	Paramedic (NRP)
	Nursing	Registered Nurse (RN Licensure)
	Surgical Technologists	Certified Surgical Technologist (CST)
	Medical Assisting	Certified Medical Assistant (CMA) Registered Medical Assistant (RMA)
	Phlebotomy & ECG	Certified Phlebotomy Technician (CPT) National ECG Technician (NCET)
	Health Information Management	Registered Health Information Technician (RHIT)
	Medical Billing and Coding	Certified Medical Reimbursement Specialist (CMRS) Certified Coding Associate (CCA)
	Network Support	Network+ Security+ Cloud+
INFORMATION TECHNOLOGY		

<sup>1</sup> Source: <http://chronicle.com/article/When-a-Degree-Is-Just-the/232969/>

# Difference Makers



**Barb Neblett**

Director of  
Health Science Education  
*Knoxville Campus*

“I thought [being an instructor at National] would be a great opportunity because I could combine my passion for health care with my desire for teaching. The students here have an amazing amount of perseverance and I am very rewarded by watching them transition from timid students to confident medical assistants, pharmacy technicians, and medical billers and coders.”

“I have really developed a family here at National with each new class and have become very close to the staff. We all work very hard together to help all of our students achieve success.”

**“Ms. Neblett is a woman who cares more about making a difference in me than making a difference for me.”**

Medical assisting and billing and coding graduate Tamika Gary said: “Ms. Neblett is a woman who cares more about making a difference in me than making a difference for me! I love her so much! She changed my life.”

Medical assisting graduate Brenda Vargason added: “I graduated in 2013 and I am hearing impaired. Ms. Neblett told me many times, ‘You are talented and you’re going to make it happen.’ Even though I am no longer in school, I still like to drop in and see her because she is so encouraging.”

Upcoming medical assisting graduate Alisha Kumher commented: “I am looking forward to the [Registered Medical Assistant exam] success class next term. Ms. Neblett has had 100% passing rate on the RMA certification exam in the last year, so I’m sure to pass.”

Barb Neblett holds a Bachelor of Science degree in secondary education- public health and science from the University of Tennessee, Knoxville. She is also a Certified Medical Assistant (CMA) and a Certified Phlebotomy Technician. Barb has been a National College instructor for two years and is currently serving as the director of health science education, overseeing all medical programs at National College’s Knoxville Campus. Barb began her career as an Administrative Clinical Assistant performing front office procedures, but after being exposed to the clinical duties, she became much more interested in learning the medical aspect and earning her certifications.



**Christina Lockwood**

Administrative Assistant  
*Madison Campus*

“I enjoy being an administrative assistant because I like creating order. It is extremely satisfying to be useful. I have helped students with projects, fixed schedules, been a cheerleader, and offered support. Mostly, I hope the students know that I am here for whatever they need and that I am in their corner.”

**“Because of National, our students are finding careers they love and giving their families a chance for a better future.”**

“I have so much respect for our students at National. These students have made the decision to take an active role in making their life better. They balance working full time, taking care of children, AND coming to school.”

“The best thing about being part of the National staff is knowing that what you’re doing makes a measurable difference in peoples’ lives. Because of National, our students are finding careers they love and giving their families a chance for a better future.”

Difference Maker Christina Lockwood has been the administrative assistant at the Madison Campus of National since 2014. She has over fifteen years of experience working as an office manager and executive administrative assistant in multi-million dollar companies.



# Campus News

## Networking With Instructor Leads to Externship and Employment for Student



Cindy Arbuthnot was hired by Hospice Care Plus after demonstrating her skills during her externship with the company.

Richmond Campus student Cindy Arbuthnot was recently hired as a coding and billing assistant at Hospice Care Plus after she impressed the staff with her skills and professionalism during her externship with the company.

Cindy landed the externship through networking with her ANU medical billing and coding instructor, Veronica Waddles, a Certified Professional Coder (CPC) who works at Hospice Care Plus

**“We needed someone with the expertise that Cindy has shown us that she has. We’re just so glad she’s here.”**

as a referral specialist. Veronica felt that Cindy would be a great fit for the company. “She’s a very good people person,” Veronica said of her recommendation of Cindy. “She does everything exceptionally well that you ask of her. She goes above and beyond.”

Loretta Rinthen, director of finance for Hospice Care Plus, also feels that Cindy has been a great addition to the staff. “With the changes that are going on in Medicare and Medicaid with coding and billing, I felt like we needed to step up with what we were requiring of our employees, and so when we had the opportunity [to accept] a coding student [for an externship] I took that opportunity,” she

explained. “We have found that with the requirements that we need additional help, because Medicare is now requiring things to be done more up to date. We needed someone with the expertise that Cindy has shown us that she has. We’re just so glad she’s here. She’s a breath of fresh air.”

Cindy, who was a stay-at-home mom for sixteen years before she enrolled in the medical billing and coding and medical office specialist programs at ANU, feels that she’s found a home at Hospice Care Plus. “I absolutely love my job,” she said. “As soon as I started there, it felt more like a family. It’s someplace that you don’t dread having to go—you enjoy going.”

### What are codes?

Codes are the universal language used to translate medical services, supplies and procedures used for patient treatment.<sup>2</sup>

Some diagnosis code examples:<sup>3</sup>

- **G44.52** Daily Headaches
- **J30.81** Animal dander allergy
- **P11.2** Brain damage from birth injury
- **S60.011A** Bruised right thumb
- **T78.07XA** Allergic reaction to milk or dairy products
- **A92.32** West Nile virus
- **C43.9** Skin cancer



<sup>2</sup> <https://www.aapc.com/medical-coding/medical-coding.aspx>

<sup>3</sup> <https://www.cms.gov/medicare-coverage-database/staticpages/icd-10-code-lookup.aspx>

# Surgical Technology Students Are Eager For Their Final Challenge



(Left to right) Surgical technology students Edwin Leniger, Desiree Taulbee, and Della Ford are prepared for their externships thanks to the guidance of Regina Shumard (far right), director of surgical technology at the Lexington Campus.

One of the hallmark events in a surgical technology student's training is successfully arriving at their externship. The externship is the final phase of the program, during which the student is assigned to a hospital or medical facility to get hands-on practice participating in actual surgeries. The fact that Lexington Campus surgical technology students Della Ford, Desiree Taulbee, and Edwin

**“This has prepared me for my dream career and everyone here at American National has helped all of us in so many ways. I am ready to do this!”**

Leniger have reached this point in their training is a testament to their dedication, commitment, and fierce determination to achieve their educational and career goals. They are shining examples of what can be achieved when you completely commit yourself to your future. “This is what I’ve trained for. I love working with the actual surgical cases more than anything! Everyone here at ANU has helped this become a reality,” Edwin enthusiastically stated.

With the majority of their classroom work finished, they are now ready to use their skills in an actual surgical environment. “I’m so excited about my externship next term,” said Della. “This program is extremely challenging, but our instructors are fantastic and they have made this so interesting and doable.”

“This has prepared me for my dream career and everyone here at American National has helped all of us in so many ways. I am ready to do this!” added Desiree.

“I am very proud of Desiree, Edwin, and Della; their confidence and enthusiasm are palpable,” commented director of surgical technology Regina Shumard. “They have become well-trained, dedicated, confident professionals with tremendous careers ahead. This is what my job is all about.”

## Guest Speaker Encourages IT Students With Personal Insight



Students in IT program director Pamela Hooper's Network Defense class at the Lynchburg Campus recently had the opportunity to hear from a guest speaker who works as an IT professional. Tim Lindy is an application architect for Anthem, one of the nation's largest health insurance companies. He spoke to the students about

**“He was very knowledgeable about the subject matter and spoke well about the systems he uses to do his job.”**

his experiences working his way up from a help desk technician for a local company to contributing on a planning and strategizing level within a large-scale corporation. He offered insight into his day-to-day responsibilities and how they fit into the bigger IT picture within the organization.

In addition to discussing the technological aspects of computer networking, Mr. Lindy also advised the students that human networking and communication can be just as important when embarking on an IT career. “Consider your audience,” he suggested. “You won’t explain a technical issue the same way to an end user as you would to your vice president.”

Mr. Lindy concluded his presentation by outlining several tips for how students can be successful in their chosen career: simple clear, concise communication; have a customer service attitude; it’s ok to say “I don’t know”; follow through with your commitments/protect your reputation; stay positive; and network! “It was a very informative presentation,” said student Robert Warrick, Jr. “He was very knowledgeable about the subject matter and spoke well about the systems he uses to do his job.”



Guest speaker Tim Lindy (left) shared with IT students Greg Eddy (center) and Robert Warrick, Jr. (right) about his experience working his way up from help desk technician at a local company to application architect for a major organization.



# Career Fair Connects Community Employers with Job Seekers



The Princeton Campus hosted a career fair on Wednesday, Sept. 9. Students, graduates, and area residents seeking employment brought their updated résumés in anticipation of finding valuable careers. Employers from Princeton Community Hospital, WVVA TV, West Virginia Department of Corrections (Beckley, WV), Workforce WV, First Community Bank, WV Army National Guard, and more, greeted job searchers as they paused at each booth to discuss potential employment opportunities.

**“I am delighted to learn the ANU program I have chosen can open so many career opportunities for me.”**

“I love talking with ANU medical assisting graduates; they have such an extensive skills set,” said Janet Horne, recruiter for Princeton Community Hospital and a regular attendee at area career fairs. “As well as qualifying for medical assistant positions, they are also qualified for a variety of other positions, such as monitor technician, registration specialist, surgical technician, and phlebotomist.” Medical assisting student Holly Kadar stopped by the hospital’s booth to discuss the program with Ms. Horne and was excited to learn she could apply for many more positions than she realized. “My discussion with Janet was extremely informative,” said Holly. “I am delighted to learn the ANU program I have chosen can open so many career opportunities for me.”

A number of students and graduates, as well as area job seekers, indicated they found job opportunities at the career fair that were of interest to them, while employers seemed confident they had found suitable candidates for their job openings.



*Student Holly Kadar was excited to learn she could apply for a variety of positions at the career fair with her medical assisting training.*

## Doctor Al-Attar Provides Externship Site and Hires Graduates



The Princeton Campus’s director of health science education, Pat Sell, and career center director, Elaine Owens, recently presented American National University’s Distinguished Community Employer Award to Dr. Inas H. Al-Attar, doctor of pediatrics and infectious medicine.

**“Being a graduate of National, I always say ‘yes’ to students seeking an externship site and call the school first whenever we need to hire a medical assistant.”**

Since 2007, Dr. Al-Attar has been a supporter of ANU students and graduates. She has allowed students to perform their externships in her office, and throughout the years quite a few have been hired upon completion of those externships. Wendy Robinette, a medical assisting graduate who has been employed at the practice for 8 years and is the current supervisor, says, “Being a graduate of National, I

always say ‘yes’ to students seeking an externship site and call the school first whenever we need to hire a medical assistant.”

The Princeton Campus appreciates all the externships and the career opportunities Dr. Al-Attar has provided to ANU students and graduates and looks forward to continuing the relationship with her and her staff for years to come.



*Dr. Inas Al-Attar (center) and ANU graduate and office supervisor Wendy Robinette (right) accepted the Distinguished Community Employer Award from Princeton Campus director of health science education Pat Sell (left).*



# Medical Assisting Graduate Accepted to Local RN Program



Michael Adams enrolled in the medical assisting program at the Lexington Campus with determination and enthusiasm. His sights were set on graduating and earning his certification as a Registered Medical Assistant (RMA) – and he achieved it. His performance during his externship at Lexington's Pain Treatment Center led to immediate employment with them.

**“Everyone encouraged and helped me so much here at ANU, and I appreciate it so much.”**

Having secured a degree, certification, and employment in the medical field, most people would stop there, but Michael has developed a career ‘bucket list’ and intends to continue his education. “I have planned things out with some very definite goals,” he explained. “My plans are coming together because I am determined to succeed.” The next goal he can check off on his list— Michael was accepted to nursing school and started classes this month.

“I’m delighted to be accepted into nursing school,” he said with a smile. “American National gave me the knowledge I needed to pass the entry exam. Everyone encouraged and helped me so much here at ANU, and I appreciate it so much. My time at ANU opened this door for me!”

So what else is left on Michael’s career bucket list? “My ultimate goal is medical school,” he shared. “I want to earn additional credentials before I go; I feel it will make me a better physician. You can never have too much knowledge, no matter what endeavor you choose in life.”

Medical assisting graduate Michael Adams was recently accepted into nursing school and hopes to eventually become a physician. You can never have too much knowledge, no matter what endeavor you choose in life.

# Surgical Technology Student Accepted into AST Honor Society



Cheryl Marksberry, a student in the last term of her surgical technology program at the Florence Campus, was recently accepted into the Association of Surgical Technologists (AST) Honor Society. According to the AST website, the mission of the honor society is to recognize the achievement of surgical technology students and to support the professional development of its members. Requirements for admission include a grade point average of 3.75 or higher, a 95% overall attendance rate, and integrity and leadership in academic and extracurricular activities.

**“I have put forth great effort to learn as much as I can. This is something that I’m very proud of.”**

Cheryl was a stay-at-home mom when she enrolled in the surgical technology program at ANU. “I was a newly divorced single mother, and I stumbled on to the surg tech program when I was looking for college for my oldest [child],” she recalled. “There was just something telling me ‘You’d better do it.’ It only took me about a week and a half to get enrolled, signed up, and in class.”

As a student at ANU, Cheryl excelled in her program, as she studied in the simulated operating room at ANU before moving into clinical rotations in area hospitals. Surgical technology program director April Anderson feels that her acceptance into the honor society is a reflection of her dedication to the program. “Cheryl is a go-getter, and it’s apparent that she will go the extra mile to get the training needed for success. That quality will make Cheryl a great employee,” April said.

As Cheryl nears the end of her surgical technology program at ANU, she feels a great sense of personal accomplishment. “I have put forth great effort to be on the dean’s list every term and learn as much as I can. This is something that I’m very proud of,” she shared. “I’m very excited that this adventure is coming to an end and that I can go out and further my studies and my experiences and be the best that I can be.”

Florence Campus surgical technology student Cheryl Marksberry has been accepted as a member of the Association of Surgical Technologists Honor Society.

# Paramedic Program Showcased During Open House Event



*Students and faculty of the new paramedic program at the Pikeville Campus participated in the open house event. (Back row, left to right) Bill Baker, Doug Tackett, Dwayne Osborne, Terry Music, Shane Dingus, Cyrus Hess, and Dr. Scott Akers; (seated, left to right) Dustin Reynolds, Mercedes Gooslin, Jordan Sparkman, and Tracy Daniels.*

American National University's Pikeville Campus held an open house event on Tuesday, Oct. 6, welcoming emergency services professionals and community members to the campus to celebrate their new paramedic program. During the open house, guests enjoyed a BBQ dinner, and paramedic program director Cyrus Hess offered tours of the new paramedic lab, as well as demonstrations with all the new equipment. Community partners Trans-Star Ambulance Service, Air Evac, Pike County Emergency Management, and Wings Air

**“We’re all really excited to start the program, especially in such a welcoming and friendly environment.”**

Rescue all attended the event and were able to meet the first class of paramedic students to enter into the program.

Beginning this term, the Pikeville Campus is offering both an emergency medical technician (EMT) diploma program and a paramedic associate's degree program. The programs include hands-on training in the paramedic lab at ANU, as well as ride-time with local EMT professionals. Graduates of the diploma program will be qualified to take the National Registry of Emergency Medical Technicians' (NREMT) EMT examination, while graduates of the associate's program will be prepared to take the NREMT's certification exam to become a National Registry Paramedic (NRP).

“We’re all really excited to start the program, especially in such a welcoming and friendly environment,” said student Dustin Reynolds, who will be part of the first class of paramedic graduates at the Pikeville Campus. “I’m looking forward to my classmates and me becoming a family over the next two years while we complete the program.”

“It was an awesome first day and open house to kick off the paramedic program,” said Cyrus. “It was a great feeling to be able to introduce our new paramedic students to the emergency responder community and show off our new paramedic lab.”



*Area first responders attended the open house in support of the new paramedic program.*



# Speaker Shares Past and Present Vision for U.S. Constitution



Lt. Colonel Kent A. Laudeman was invited to be a guest speaker to address South Bend Campus staff, faculty, and students on Sept. 16 in recognition of Constitution Day. He is the current director of the Robert L. Miler Homeless Veteran's Center and former vice dean for administration at the United States Military Academy.

Lt. Colonel Laudeman presented on the topic, "What was the Founders' Original Intent?" He spoke of the historical context, as well as modern daily references in the

**"His message was enlightening, especially coming from someone who has been in the military much longer than I have."**

news relating to the U.S. Constitution and its amendments. Lt. Colonel Laudeman reminded students that the Constitution holds the potential for change through amendments. "Although history is on the side of the 2nd Amendment, it does not fit now," he offered as an example. "Maybe we are due to change the Amendment with just one word: the responsible right of the people to keep and bear arms."

"His message was enlightening, especially coming from someone who has been in the military much longer than I have," stated student Henry Bradley. "The Colonel discussed items stated in the Constitution that are happening and relevant today. He brought a lot of things to light, and I thank him for that," added student Emerson Williams.

Following Lt. Colonel Laudeman's presentation, the student and faculty veterans in the audience were recognized and thanked for serving our country. Everyone in attendance was asked to stand and repeat the oath that is taken by those inducted into the armed services, which begins, "I do solemnly swear that I will support and defend the Constitution of the United States against all enemies, foreign and domestic."



*Students Henry Bradley (far left), Krystal Domingo (2nd from left), and Emerson Williams (far right) enjoyed hearing guest speaker Lt. Colonel Kent Laudeman's (2nd from right) perspective on the U.S. Constitution.*

## Cosmetologists Give Back While Continuing Their Education at ANU



*Rhonda Kelly worked as a licensed nail technician for over 20 years before coming to ANU to train for a career in the medical field.*

Rhonda Kelly and Lawanna McElroy, two licensed cosmetologists who are continuing their education at the Louisville Campus, recently partnered with the student activities committee (SAC) to hold a "Pamper Me Day," offering manicures and pedicures, eyebrow arching, eyelash applications, hand massages, hair styling, facials, and more free of charge to students.

"I love what I do and I love to make people happy," said Lawanna, who enrolled at ANU to continue her quest for self-improvement after earning her GED and cosmetology license.

**"We work hard here and we all need a moment to reflect and sit back and get pampered sometimes."**

After graduating from her business administration-management degree program she plans to one day manage a business or her own salon.

Rhonda, a student in the medical assisting program, came to ANU after working as a licensed nail technician for over 20 years. "I knew that I needed something more career-based with more benefits. I have a child to raise," she stated. "So I decided [since] I like people and doing nails is hands-on, I could go into the medical field."

Rhonda first attended a community college, but soon made the switch to ANU. "With me being 40-plus years old going back [to school], I wanted more of the one-on-one [instruction], smaller classes, and something [that would take me] more directly into the field that I wanted to go into," she shared.

Both Rhonda and Lawanna enjoyed the opportunity to give back to their fellow students. "We work hard here and we all need a moment to reflect and sit back and get pampered sometimes," explained Rhonda. "If I can give someone a pampering for free, and make them smile when they open their book tomorrow and see their nails, that makes me feel good."

# Graduate Builds Two Successful Careers on MBA Foundation



Jack Hatfield earned his Master of Business Administration degree from American National University's Roanoke Valley Campus in 2010, graduating with honors. Since then, he has successfully established himself in the health insurance industry. After relocating to Tampa, Florida, he created and managed a call center team of more than 60 insurance agents, producing over \$40 million a year. Jack then moved on to another company, where he was

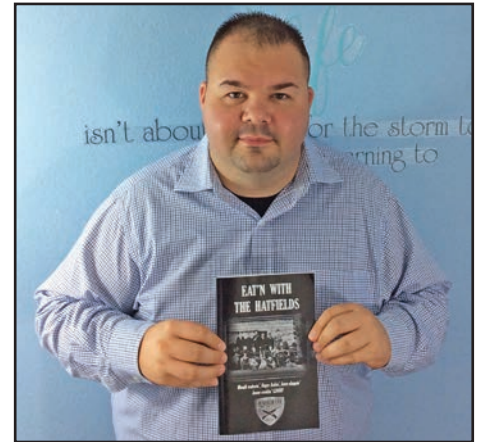
**“My education from ANU has given me the confidence to master anything I want to accomplish in life.”**

named the top producing health insurance agent in the state during his first full year with them. He has since been asked to assist in various projects to help grow the company globally.

While his career in insurance is going well, he was motivated to additionally pursue a new, completely different venture. “I decided I wanted to diversify my income in this crazy economy we have had and decided to utilize my famous last name and family history,” shared Jack, who is a direct descendant of the famous Hatfield family patriarch. During his time as an MBA student at ANU, Jack had found a drawer full of family recipes while helping his grandmother clean her house and turned them into a homemade cookbook for her as a Christmas gift. After seeing how well it turned out, Jack’s keen business intuition told him this could become something much more, so he decided to have a professional version published and called it “Eat’n with the Hatfields.” In addition to the recipes, he added sections on the Hatfield & McCoy family feud history, interesting family facts, and more.

Jack didn’t want to stop with just the cookbook, so he created a logo and brand with his surname and hopes to license the “Hatfield Approved” logo on items such as hunting and camping equipment. “I created HatfieldBrand.com to sell not only the historical family cookbook, but also Hatfield branded items with the logo,” he explained. “The cookbook is what I am using to pivot the brand into the market at a faster rate. I have on the first page of the cookbook an advertisement drawing traffic to the website. When someone buys the book on Amazon, Kindle, or in bookstores, this will allow me to keep in touch with the Hatfield fans and offer them other great items.”

Jack is thankful for the knowledge and skills gained in his MBA courses, which have added to his success in his insurance career, as well as allowing him to create a business of his own. “My education from ANU has given me the confidence to master anything I want to accomplish in life,” he declared.



*MBA graduate Jack Hatfield utilized the skills from his business courses at ANU to establish himself in the insurance industry and to start a business venture of his own.*

# Phlebotomist Enrolls at ANU to Further His Medical Career



Brandon Click had worked as a phlebotomist at Pikeville Medical Center (PMC) for over ten years when he enrolled in the nursing program at the ANU Pikeville Campus to help further his career. A father of three, he chose ANU because of its low student-to-teacher ratio and the availability of night classes, which allowed him to go to school while continuing to work to provide for his family.

**“I’ve always wanted to take care of people ever since I was a little boy. I feel [ANU] is going to give me the opportunity to do that.”**

As a phlebotomist, Brandon works in the oncology unit at PMC, but he’s gaining more diverse experience working in clinical rotations throughout the hospital as part of his nursing program. Brandon said his co-workers at PMC have been very supportive. “They’re always there to help,” he said.

After graduating from the nursing program, he hopes to continue working with oncology patients in the cancer center at PMC, where he feels communication between the patients and the medical staff is vital. “I’ve always wanted to take care of people ever since I was a little boy. I feel [ANU] is going to give me the opportunity to do that,” he explained.



*Brandon Click had worked as a phlebotomist at Pikeville Medical Center for ten years when he enrolled in the nursing program at the Pikeville Campus.*



# Marine Veteran Earns Three Degrees in Five Years and Receives Promotion



*ANU graduate and U.S. Marine veteran James Pitts chose American National University to take advantage of the veterans' assistance that the institution offers.*

U.S. Marine veteran James Pitts worked for Integrity Windows and Doors for six years, eventually working his way up to assistant supervisor. He realized that he excelled in this position, as he was able to transition three departments from having employees who had very low morale to wanting to work additional hours on the weekends.

**“I want to go to the top, as far as I possibly [can go].”**

James realized this was the right direction for his career, so he wanted to further his education to be able to achieve a higher level of management. A friend recommended that he research the Roanoke Valley Campus of American National University. He liked the tuition rate compared to other schools and also the veterans' assistance that the institution provides, such as the Blue Ribbon Grant and the Armed Services Recognition Grant. “I took full advantage of everything,” said James. As a student, he continued to work during the day and take classes at night for five years, ultimately earning an associate's degree in information technology, as well as associate's and bachelor's degrees in business administration-management.

While attending ANU, James appreciated “the versatility of the amount of classes you could take each term, the types of classes you could take, and that the instructors would work with you... knowing that [I] was working and taking classes.”

His favorite course was the Ethics class taught by instructor Neal Engers, where he feels he gained useful information for management scenarios and appreciated the diverse perspectives the class discussion often highlighted. “They really [explored] some touchy subjects,” said James. “Everyone was either laughing or shedding tears. There was lot of class discussion with different opinions on the same subjects.”

After completing his education, James began working at Yokohama Tire Corporation in Salem, Virginia. He was recently promoted to production/personnel supervisor, where he oversees fourteen employees. “The job is fantastic and I love what I am doing,” said James. “I hope that I can make a positive difference in my employees' work.”

In addition to the education he received, ANU holds a special place in James's life for another very important reason. It is where he proposed to his girlfriend at the end of his first graduation ceremony in 2013 using the large screen on the stage.

Now with degrees in hand and his feet firmly planted on a management path, James's future is nothing but bright. “I want to go to the top, as far as I possibly [can go],” he said.



*James earned an associate's degree in information technology at ANU.*

# Students Hear Importance of Both U.S. and Family Histories



On Sept. 17, the Lynchburg Campus celebrated Constitution Day by welcoming two guests from the community to speak at a campus ceremony. Students, faculty, and staff gathered to hear Penny Swisher, regent for the James River Chapter of the Daughters of the American Revolution, and Bernard Baker, president of the Dan River Chapter of the Sons of the American Revolution, discuss the history of the U.S. Constitution and the individuals involved in its creation.

**“Our personal freedoms are attributed to our ancestors and what they fought for.”**

“Our personal freedoms are attributed to our ancestors and what they fought for,” Mr. Baker stated. Ms. Swisher shared from her experience earlier that very morning speaking at a naturalization ceremony held at Poplar Forest, Thomas Jefferson’s home in Forest, Virginia, and explained the impact the Constitution still has today.

In addition to explaining what the U.S. Constitution meant for the country, the speakers also spent some time discussing what it meant on an individual level. They encouraged those in attendance to explore their own ancestries and family histories. “Government is of the people, but most importantly, family and ancestry are a pivotal piece of the puzzle,” said campus director Bill Baker. “That is why it was a distinct pleasure to have these two speakers talk with our students today. If the acknowledgement of one day serves to connect our students to their history, this is all worth it.”

Pharmacy technician student Kameron Carr was inspired by the Constitution Day program to pursue that connection. “I was absolutely overtaken by the amount of information the speakers provided,” he shared. “It made me want to research my own ancestry.”



(L to R) Student Kameron Carr, campus director Bill Baker, guest speakers Penny Swisher and Bernard Baker, and students Theresa Justis, Autumn Henschel, and Catherine Camden participated in the Constitution Day ceremony.

# Students Help Arm Internet Users Against Online Dangers



In recognition of October being National Cyber Security Awareness Month, IT students at the Lynchburg Campus participated in a project for instructor and IT director Pamela Hooper’s Technical Writing for Information Technology Professionals class. The students were challenged with coming up with cyber security tip sheets to be displayed around campus and on the campus’s Facebook

**“Some webpages may seem safe, but if something on a site sounds too good to be true, chances are it probably is.”**

page so their fellow students could be made more aware of potential threats online and ways to protect against them.

The cyber security tips the students provided covered a range of topics, such as safe internet browsing, “Only visiting webpages that begin with https:// is a safe start, but not always an option. The “s” in https:// signifies a secure webpage. Some webpages may seem safe, but if something on a site sounds too good to be true, chances are it probably is. Common examples are ads and pop-ups.”

With many people now using their smartphones to access the internet, social media sites, and even for personal banking, the students decided to also include tips for safe mobile practices, such as “Using GPS, your mobile phone can keep track of your location. You probably know how to tag the places you are at in your social media status. This gives people knowledge of when you are away from home. All that it takes is for somebody to start planning around your schedule and then they can break into your house while you are away. Turn off the location settings on your phone to make your whereabouts almost invisible.”

Above all, the students recommend making sure your operating system and applications are up to date and that your antivirus and firewall settings are always updated, to ensure that any holes or gateways that are vulnerable are being patched and protected.



IT students at American National University’s Lynchburg Campus provided cyber security tips for their fellow students in recognition of National Cyber Security Awareness Month.



# Graduate Gives Back to ANU by Hiring Other Graduates



**“It is all about making sure that we have the most spectacular individuals, whether it’s in the laboratory, [or] working with our physicians helping make sure that we’re giving the best care that we possibly can to their patients.”**

CAL Laboratory Services, a clinical lab located in Nicholasville, Kentucky, was recently named a Distinguished Community Employer by the Danville, Kentucky Campus in recognition of their support of American National University graduates.

CAL Labs, a young and quickly growing company, provides comprehensive laboratory services to physicians’ offices throughout Kentucky and a number of other states. Harley Taylor, a graduate of the Danville Campus, serves as the director of implementation and training at CAL Labs, and he has recently hired three other ANU medical assisting graduates to work as specimen collectors for the company.

“We’re here to provide exceptional patient care services and to be the gold standard for clinical laboratories,” said Tom Viney, vice president of sales and marketing. “We focus on investing in the right things, and that’s our people. That’s what differentiates us from everybody else in the laboratory business. It is all about making sure that we have the most spectacular individuals, whether it’s in the laboratory, [or] working with our physicians helping make sure that we’re giving the best care that we possibly can to their patients.”

“In this industry with Medicaid and Medicare, it’s very critical that our people on the front line are actually doing things properly and in compliance,” added Michael Slone, CAL Lab’s compliance officer. “Harley is very instrumental in the training of those people out there on the front line. He’s done a phenomenal job for us getting this all set up for us.”

Harley said that he feels proud to give back to his alma mater, and he plans to partner with other ANU campuses as CAL Laboratory Services continues to expand its territory. “I’m always going to [hire] ANU [graduates] because this school’s been very good to me,” he said. “I’m where I’m at because of it.”



*(Left to right) Danville, Kentucky campus director Lee Bowling, CAL Labs compliance officer Michael Slone, ANU director of health science education Stephanie Slone, CAL Labs director of laboratory operations Dr. Jonathan Hart, and ANU graduate Harley Taylor, who serves as director of implementation and training at CAL Labs, participated in the Distinguished Community Employer award presentation.*

**“I’m always going to [hire] ANU [graduates] because this school’s been very good to me. I’m where I’m at because of it.”**

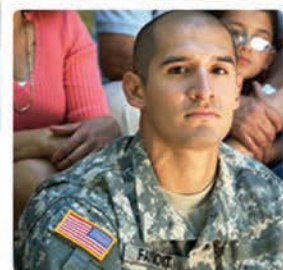
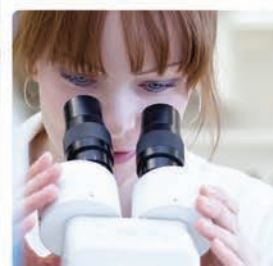


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