

**PC AGE Career Institute Business Profile Founder/Owner:
Zafar Khizer**

About the founder

Right after I graduated from High School, I started teaching math, etc. to high school students and was considered an excellent instructor by my students. This love of teaching eventually became a business after I graduated with a Master's degree in Computer Science from New Jersey Institute of Technology and gained some field experience. I am an educator more than anything else. As a matter of fact I have written several books on computer networking and some of my books were used by colleges and universities, including New York University.

The idea behind the company

I wish people are more careful while they are choosing a school for higher or career education. You can spend a lot more money and still get a mediocre education. You do not really need a bachelor's degree to have a good career in the Information Technology field. In general, education is costing too much money (every parent with college-aged children should read the new book "Higher Education? How Colleges are wasting Our Money and Failing Our Kids" by Andrew Hacker.) If I could change one thing in USA for the education industry, it would be that no degree should cost more than \$25k.

How did you gain recognition?

In the early 90s after I started my training business for computer networking, I found that there were not quality books available to use for training. Novell books were too expensive (like \$400 each) so I decided to write my own books. Once I was done with the books and we were using them in our school, my wife suggested that we should contact other institutes as they may also like to use them. I called Chubb Advanced Training in NJ and New York University. Both of them reviewed the books and decided to use them. It gave us a lot of confidence and credibility to our school.

What is your passion/mission?

My passion is to provide the best quality education in the shortest time possible. I have a natural ability to teach and hire instructors who are also excellent in teaching. I really care about my students and also my employees. No student can ever complain that they are not getting the help they need. We arrange tutoring on Saturdays for students who cannot come during the week and help them for as long as they need it. Higher Education is in a big mess today. It makes me all the more excited to provide a solid education in the shortest time possible to more and more people. I do not think I will stop doing this till I die.

What are the pros and cons of your business field?

For-profit education industry is too sales-oriented. Large schools spend a lot of money on advertising. It makes life difficult for small schools and increases cost of running a business. Having said that, we are still doing fine as our main target market is 25-35 years old adult population and they have better sense and discretion in choosing a school. We offer the

highest level of certification training from Microsoft that is essential for a high paying IT career that no other accredited career school offers in NJ. Teaching students who want to learn and are serious about their education is the easiest part and a lot of fun for me, my instructors and other staff.

What are your products/services?

We only have one program: Internetwork Engineering. It includes CompTIA A+, Linux+, Security+, MCSA: Server 2012, Cisco CCNA certifications and VMware. It means students are getting from very basic to very advanced training within just one year. We offer people a scientifically validated computer aptitude test at no charge. It can tell you if you can succeed in the IT field. We only enroll people who pass this test. You do not need computer knowledge to take the test.

If you are looking for a rewarding IT career as CompTIA, Microsoft, Cisco and VMware certified IT professional in just one year and also want to transfer credits for a degree there is (as far as I know) absolutely no alternative than PC AGE.

What is special about your business?

I had to take English language courses when I came to this country. Then my computer books were used in colleges and universities. We won New Jersey's Finest award twice. We won Inc. Magazine's Inc. 500 award. At my institute you can transfer up to 42 semester credits for a bachelor's degree. We have many unusual stories about people who were working as a truck driver, a house wife, someone who never touched a computer in her life, or just a high school kid, who came to PC AGE and then were able to have an IT career paying well over \$60k. Some of these students are still in touch with us.

Why You Should Consider a Career in Computer Networking

According to Forbes.com (Jan 2009), Computer Networking is one of the very few professions in which the top 25% people make over \$100,000* without a 4 year college degree and without overtime or commission.

*for Network/Data Communications Manager with 8+ years' experience

Computer Networking is #2 among the fastest-growing and highly paid occupations between 2008 and 2018. Employment of network and computer systems administrators is expected to increase by 23% from 2008 to 2018, much faster than average for all occupations. Median annual earnings of wage-and salary network systems and data communication analysts were \$71,000 in May 2008.

Source: DOL Bureau of Labor Statistics, May 2008

Unemployment continues to be relatively lower in computer-related industries. Overall unemployment rate in the US is at an all-time high at 9.7%, yet the unemployment rate of Networking professionals is much lower at 3.9%* - considered full employment.

Source: DOL Bureau of Labor Statistics (* as of first quarter of 2010)

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CONTACT: For a rewarding career in Computer Networking, call **888-722-4360**, email admissions@pcage.edu or visit www.PCAGE.edu.