

CASE STUDY

Gold Coast Real Estate

APPERSON
EDUCATION PRODUCTS



INSTITUTION PROFILE:

Number of Campus Locations: *Five*

Founded in: *1970*

Institution Type: *Adult Real Estate School*

"Our experience with Apperson has been great. The staff has been most helpful with any questions or concerns that we have had. The products have held up over time and have saved us a lot of money. It was definitely a wise choice to switch to this system."

John Greer, Director of Gold Coast School of Real Estate

The Challenge

Gold Coast School of Real Estate is a large adult school that teaches courses in real estate, insurance, mortgage brokerage, appraisals, etc. Because of their size, they sometimes have hundreds of students taking exams simultaneously. In order to grade the exams in a timely manner, the school would have the instructors come in during their off hours and also hire additional staff to hand grade the exams off a projector that displayed the answers. Two problems were occurring with this process:

1. The number of people on staff and their overtime was becoming excessive.
2. Students complained that their instructor graded their exam wrong. This could have been a result of human error or the students could have changed their answers after their test sheets were returned.

The Solution

When Gold Coast School of Real Estate met with Apperson to discuss their situation and possible ways to improve their grading process, Apperson presented a solution that would save time, money and ensure accuracy.

Apperson's Advantage 1200 scanner is priced reasonably low and they were able to place 19 scanners throughout Gold Coast's campuses over a period of four years, allowing instructors to use them at their convenience. Since the Advantage 1200 scanner leaves a permanent indication of the error made on the test, it eliminates the potential for students to change their answers after having their tests returned.

The goals for this testing solution were to increase the speed and accuracy of the scoring process by eliminating human error and the need for additional staff and overtime for instructors.

The Results

A process that once required hiring additional staff and instructor overtime is now eliminated. Instructors can score their students' tests within a matter of minutes as the Advantage 1200 scanner can score up to 35 tests per minute. In addition, the margin of error reduced dramatically as tests are now graded electronically instead of manually.

The use of the scanners increased Gold Coast School of Real Estate's efficiency, reduced their annual spending and permitted their instructors to devote their time focusing on classroom material rather than on grading countless exams, making Apperson's scanners a convenient, fast and cost-friendly solution all around.

Apperson Education Products

851 SW 34th Street, Bldg. B • Renton, WA 98057 • 800.473.6761 • 800.321.8558 fax • www.appersonedu.com