

Edith Cowan University

# AGENT NEWSLETTER

December 2009

Chancellery Building  
ECU Joondalup



As another year rapidly reaches a conclusion it is nice to take a moment to reflect on the year that has just past.

ECU has again seen significant growth in International Student commencements during 2009.

Our long standing strategy of pursuing a diverse international student cohort means that we also continue to have a broad mix of nationalities represented at ECU.

Looking ahead, the strong Australian dollar will no doubt affect the affordability of study in Australia relative to other nations and Australian visa changes are throwing up additional challenges for sure. Importantly though, ECU's tuition fees and Perth's living costs remain competitive nationally and the strong economic outlook for the medium term makes Western Australia a great choice.

Certainly 2010 looks set to be another great year with some exciting new courses on offer at ECU.

We thank all our dedicated representatives across the globe and wish you all a safe and happy festive season.



Mr Callum Cowell  
Head of International  
Marketing

## NEW COURSES

The following courses are now available to international students:

- *Associate Degree of Hospitality and Tourism Management (C24)*
- *Bachelor of Marketing, Advertising and Public Relations (K77)*
- *Bachelor of Marketing and Creative Services (K76)*
- *Bachelor of Science (Networking Science) (K87)*
- *Bachelor of Speech Pathology (K71)*
- *Graduate Diploma of Business (Event Management) (W06)*
- *Master of Event Management (I61)*
- *Master of Tourism Management by Research (J27)*
- *Graduate Certificate in Strategic Risk Management (H92)*

## DISCONTINUED COURSES

Please note that the following courses will no longer be offered:

- *Associate Degree of Hospitality Management (M62)*
- *Associate Degree of Tourism Management (M61)*
- *Doctor of Philosophy (Engineering / Mathematics / Security Science) (616)*
- *Graduate Certificate in Nurse Led Telephone Triage and Consultation (S82)*
- *Graduate Diploma in Dementia Studies (S04)*

## ECU STUDENTS WIN PRESTIGIOUS INTERNATIONAL JOURNALISM AWARDS

ECU has won three 2009 international student journalism awards and picked up two high commendations, placing ECU second against a competitive field of entrants. Visit our [website](#) for more details.

## ECU PROFESSOR NAMED WA AUSTRALIAN OF THE YEAR

ECU's Professor Ralph Martins was named WA Australian of the Year for 2010 for his research contributions on Alzheimer's Disease. Visit our [website](#) for further details.

## BUNBURY STUDENT MAKES HEADLINES

ECU student, Belinda Chan, has received the Vice-Chancellor's award for her outstanding contribution to student life at the university's South West Campus. Visit the [Bunbury Mail](#) for more information.

## GRADUATES RATE ECU FIVE STARS FOR STUDENT EXPERIENCE

The latest edition of the Good Universities Guide rates ECU's student experience as one of the best in Western Australia. Please visit [Inside ECU](#) for more information.

## ECU IS HOME TO AWARD-WINNING BREW

Nail Stout, brewed by ECU graduate John Stallwood at the Joondalup Campus micro-brewery, has won gold at the annual International Beer Challenge held in London in September. Please [click here](#) for more details.

# Agent Commissions

The information below highlights the frequently asked questions from our agents regarding the invoicing / commission process. Should you have further queries about this subject, please feel free to contact us at [commissions@ecu.edu.au](mailto:commissions@ecu.edu.au).

## WHEN TO SEND MY INVOICE?

Unless your contract states otherwise, invoices to ECU should be made on a semester by semester basis. In addition, you should send your invoice after the Census date of each semester, which is 31 March for Semester 1 and 31 August for Semester 2. Please note that commission is paid on the fees relevant to each semester.

## REPRESENTATION AUTHORITY LETTER

If you are assisting a student that has already commenced the application process with ECU, either independently or through another agent, please make sure that you obtain a signed "Representation Authority Letter" from the student.

The authority letter should immediately when you begin representing the student; please do not wait until time of invoicing.

## WHAT TO INCLUDE ON MY INVOICE?

In order to process your payment in a timely manner, please include the following information on each of your invoices:

1. Company Logo (Or invoice on company letterhead)
2. Invoice Number
3. ABN Number (if GST is applicable)
4. Date of Invoice
5. Student Name(s)
6. ECU Student Number
7. Course Undertaken
8. Commission Amount
9. Company Bank Details


Failure to provide these details may result in delay in processing your payment.

Please note that we prefer consolidated invoices which list all students for the given semester rather than an individual invoice for each student.

## WHERE TO SEND MY INVOICE?

Please be aware that all invoices for commission payment should reflect the new ECU International address in Joondalup and that you should send the invoices to [commissions@ecu.edu.au](mailto:commissions@ecu.edu.au).

### COMMISSION INVOICE SAMPLE

	<b>ABC EDUCATION PTY LTD</b> NO: 123 ABC STREET, JOONDALUP, 6027 WESTERN AUSTRALIA TEL: 12345678 FAX: 12345678 EMAIL: ABC@AUSTRALIA.COM.AU ABN: 12 345 678 910			
<b>TAX INVOICE</b>				
<b>Edith Cowan University - International Office</b> Building 18, Level 2 270 Joondalup Drive 6027 Joondalup Western Australia Attention: Elaine Ong	Invoice No.: 12345678 Date: 01/01/2009			
Being commission payment for the following students:-				
NAME	ECU ID NO.	COURSE	SEMESTER FEES	COMMISSION (AUD)
1) John Smith	10010010	Bach. of Comm	\$8,000.00	\$800.00
2) Mary Anne	10010011	Bach. of Business	\$9,000.00	\$900.00
3) Peter Lee	10010012	MBA	\$7,500.00	\$750.00
			SUB TOTAL	\$2,450.00
			GST	\$245.00
			<b>TOTAL DUE</b>	<b>\$2,695.00</b>
Please remit commission amount due via bank transfer to:-				
Bank Name:	National Bank			
Bank Account Name:	ABC Education Pty Ltd			
Bank Account Number:	123456789			
BSB No.:	12345			
IBAN/Swift Code:	DEF123456			

## GAOKAO APPLICATIONS

The People's Republic of China National College Entrance Examination (NCEE or Gaokao) has been approved as a basis for admission to ECU (The minimum admissible Gaokao score being 65.6%). Students entering via this pathway will of course be required to meet ECU's minimum English requirements and any other course-specific entry requirements. Please note that students who wish to apply for Law will need 70%.

## ECU IS NOW A GREENER PLACE

Over the last 12 months, ECU International has introduced new procedures that not only make our lives easier; they also contribute to reducing our footprint on the environment. Indeed, whenever possible, we aim to operate in a paperless environment. Thus, we ask that, when submitting applications, you do so via email at [apply@ecu.edu.au](mailto:apply@ecu.edu.au) or [indiaapply@ecu.edu.au](mailto:indiaapply@ecu.edu.au) (if from India). This will significantly reduce the amount of paper we use to process applications.

As we mentioned in our last Agent Newsletter, we introduced a new Online Acceptance Process in July which eliminates the need for students to complete a paper acceptance form. This procedure saves time for our Recruitment Team and makes our processing of COE's more efficient.

## ECU YOUTUBE CHANNEL

ECU now has an official YouTube channel to help showcase some of the great things that are happening at ECU. It is aimed at prospective students and provides us with a means of engaging with our markets and enhancing perceptions of ECU. Visit the [ECU YouTube Channel](#) for more details.

## CONTACT DETAILS

**Submitting Applications:**  
[apply@ecu.edu.au](mailto:apply@ecu.edu.au)  
[indiaapply@ecu.edu.au](mailto:indiaapply@ecu.edu.au)

**ECU Brochure Login Request:**  
[agents@ecu.edu.au](mailto:agents@ecu.edu.au)

**Commissions:**  
[commissions@ecu.edu.au](mailto:commissions@ecu.edu.au)

**Website:**  
[www.ecu.edu.au](http://www.ecu.edu.au)

**Agent Enquiries:**  
Please contact your assigned  
Regional Marketing Manager

ECU International  
Building 18  
270 Joondalup Drive  
Joondalup, WA 6027