



SOUTH SAN ANTONIO INDEPENDENT SCHOOL DISTRICT

Agenda Item Summary

Meeting Date: August 4, 2025

Agenda Section: Discussion and Possible Action

Agenda Item Title: Pivot Point

From: Dr. Jennifer Gutierrez, Deputy Superintendent

Presenters: JennyLee Taylor, Director of Secondary Schools

Description: Pivot Point is a Fundamental Lab aligned resource used to teach Cosmetology, Barbering, and Esthetics. This lab is a comprehensive beauty education library designed for successful licensure pass rates and entry level proficiency. This resource was developed to help learners transform information into learning that deepens meaning and relevance and prepares students for the licensure exam. Within the online lab modules are multiple activities that will allow for collaboration, inspire deeper cognitive thinking, provide support for multiple learning styles, and reinforce the need to know foundational information.

Historical Data: This will be the first year of implementation of Pivot Point for the Cosmetology Program.

Recommendation: Approve the purchase of TEKS aligned curriculum for the 2025-2026 school year.

Purchasing Director and Approval Date:

Funding Budget Code and Amount: 199 E 11 6395 00 802 0 22 0 00 \$26,499.38

Goal 1: SSAISD will increase academic achievement for all students and thus close the gap between student populations in pursuit of advanced performance and post-secondary educational or career paths.



Quote

Pivot Point International Inc
8725 West Higgins Road, Suite 700
Chicago IL 60631
United States

Date 7/9/2025
Estimate # PPUS-25-EST-11622
Customer # 99117714
PO # QUOTE
Terms CC
Sales Rep Jamie Jones
Ship Via UPS REG GROUND
Memo to Customer
Shipping Code (2)
SO Created No

Bill To

South San Antonio ISD
5622 Ray Ellison Blvd
San Antonio TX 78242
United States

Ship To

South San Antonio ISD
5622 Ray Ellison Blvd
San Antonio TX 78242
United States

Item	Item Name	Quantity	Your Price	Total
TEMPLATE-EDU-HS	2025 - Fundamentals: Cosmetology 12 Month Digital Education 99	70	99.00	6,930.00
FUNCE2-12MO-ACCT	Fundamentals: Cosmetology 2nd Edition LAB 12-Month User Account	70		
FUNCE2-12MO-SEAT	Fundamentals: Cosmetology 2nd Edition 12-Month LAB Student Seat	70		
End of Group				
FUNCE2-SET	Fundamentals: Cosmetology 2nd Edition Coursebook Set	50	116.90	5,845.00
FUNCE2-SSG	Fundamentals: Cosmetology 2nd Edition Study Guide	2	70.00	140.00
FUNCE2-LEP	Fundamentals: Cosmetology 2nd Edition License Exam Prep	2	41.30	82.60
TEMPLATE-EDU-HS	2025 - Fundamentals: Esthetics 12 Month Digital Education 99	70	99.00	6,930.00
FUNE-12MO-ACCT	Fundamentals Esthetics 1 Year LAB Student Account	70		
FUNE-12MO-SEAT	Fundamentals Esthetics 1 Year LAB Student Seat	70		
End of Group				
FUNESET	Fundamentals: Esthetics Coursebook Set	25	120.40	3,010.00
FUNESSG	Fundamentals: Esthetics Study Guide	1	69.30	69.30
FUNELEP	Fundamentals: Esthetics License Exam Prep	1	43.40	43.40

	Subtotal	23,050.30
	Shipping Cost (UPS REG GROUND)	1,602.80
Shipping is estimated	Tax	1,846.28
	Total	\$26,499.38

PIVOT POINT.LAB

Cosmetology Curriculum
Proposal to SSAISD Board of Managers
August 4th, 2025
JennyLee Taylor, Director of Secondary Schools






Introduction

Pivot Point is a Fundamental Lab aligned resource used to teach Cosmetology, Barbering, and Esthetics. This lab is a comprehensive beauty education library designed for successful licensure pass rates and entry level proficiency, developed to help learners transform information into learning that deepens meaning, relevance, and to prepare for licensure exam. Within the online lab modules are multiple activities that will allow for collaboration, inspire deeper cognitive thinking, provide support for multiple learning styles, and reinforce the need to know foundational information.

(*Pivot Point's comprehensive cosmetology curriculum equips students with the skill and knowledge necessary for a successful career in the beauty industry. Through hands-on training, digital learning platforms, and specialized programs, Pivot Point prepares students for a diverse career path within cosmetology, including hairdressing, barbering, esthetics, and makeup artistry. *)



2025-2026 Enrollment (As of 7/30/25)

- Principles of Cosmetology Design and Color Theory - Level 1 (Grade 9): **81**
- Introduction to Cosmetology - Level 2 (Grade 10): **64**

After completing Levels 1 and 2 of the introduction courses, students will then choose if they want to partake in the Cosmetology Program or the Esthetician Program for Levels 3 and 4.

- Esthetician - Level 3 and 4 Specialty: **15*** *This is the first year the Esthetician Program will be available for the students.
- Cosmetology I - Level 3 (Grade 11): **41**
- Cosmetology II - Level 4 (Grade 12): **31**

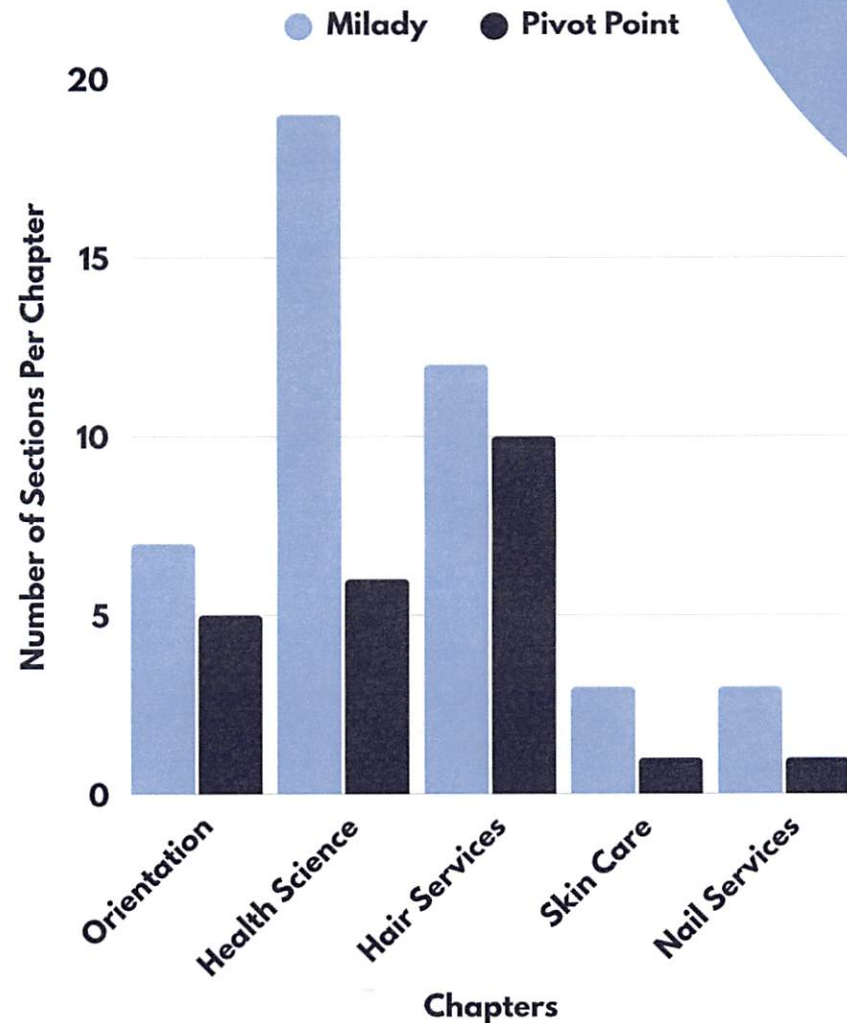
A Growing Program

SY	Principles of Cosmetology	Intro to Cosmetology	Cosmetology I	Cosmetology II
2021-2022		15	20	6
2022-2023	52	38	17	15
2023-2024	70	56	23	13
2024-2025	49	48	31	15

Background

24-25 SY

- Milady Cima Curriculum (Cengage)
- In 24-25 SY digital access cost per student was \$125
- Confusion with Curriculum Resources:
 - Milady offered two separate books which would cause confusion with our students since Chapter 5 in Book A was not the same content as Chapter 5 in Book B.
- Milady only provides educational background, whereas Pivot Point provides educational background **and** real world experience for the students



Pathway for CCMR

Comprehensive Training

- **Hands On Experience:** allows students to master essential skills through immersive learning experience.
- **Specialized Programs:** such as salability, which focuses on specific skills like long hair techniques, cutting, and coloring.
- **Up To Date Curriculum:** curriculum is designed to reflect current trends and industry demands, ensuring students are well-prepared for the evolving beauty landscape.
- **Digital Learning:** LAB (Learning at Beauty) digital platform enhances the learning experience by providing collaborative learning, access to educational content, and a creative environment.

Industry Based Certification:
Cosmetology and Esthetics License

Career Preparation

- **Diverse Career Paths:** various cosmetology careers, including hairdressing, barbering, esthetics, and make-up artistry.
- **Licensure Preparation:** Pivot Point programs are designed to prepare students for state licensure exam.
- **Real World Experience:** such as the Trend Collection, which shows how to recreate the latest styles and techniques
- **Wellness Training:** emphasizes the importance of wellness and balance in the beauty industry, providing students with strategies for maintaining physical health, managing stress and fostering a positive mindset.
- **Smart Licensure Prep:** exam Ace adapt platform uses adaptive technology to create personalized practice quizzes, boosting confidence and increasing first-time pass rate for licensure exam.

Information / Highlights

Improvement Proposal

- TDLR uses PSI, a third party vendor, for testing that is in alignment with Pivot Point booklets.
- Pivot Point cost is less due to digital access rates for grade levels.
- Many resources are provided through the online LAB.
- Both Cosmetology teachers at SSAHS will receive a class set to streamline the program.
 - With access to the same materials, teachers can deliver consistent lessons while incorporating different strategies based on student needs.
 - This approach not only fosters a more cohesive classroom environment but also ensures that all students can engage with the content in a way that resonates with them, promoting a deeper understanding and retention of the material.

Key Points

- Initial agreement with Pivot Point is for 1 year which will allow the opportunity to provide feedback to the vendor regarding pricing and functionality of the software.
- Pivot Point digital access cost per student is \$99.
- The Texas Department of Licensing and Regulation (TDLR) and (PSI) will utilize Pivot Point as a key reference for the state licensing exam, ensuring that candidates have a consistent benchmark for their preparation.