



# Your Enrollment Management Health



# The Check-up

- Inquiry**
- Application**
- Enrollment**

# The Prescription





# Health Scores

**A** = **Healthy and Thriving**

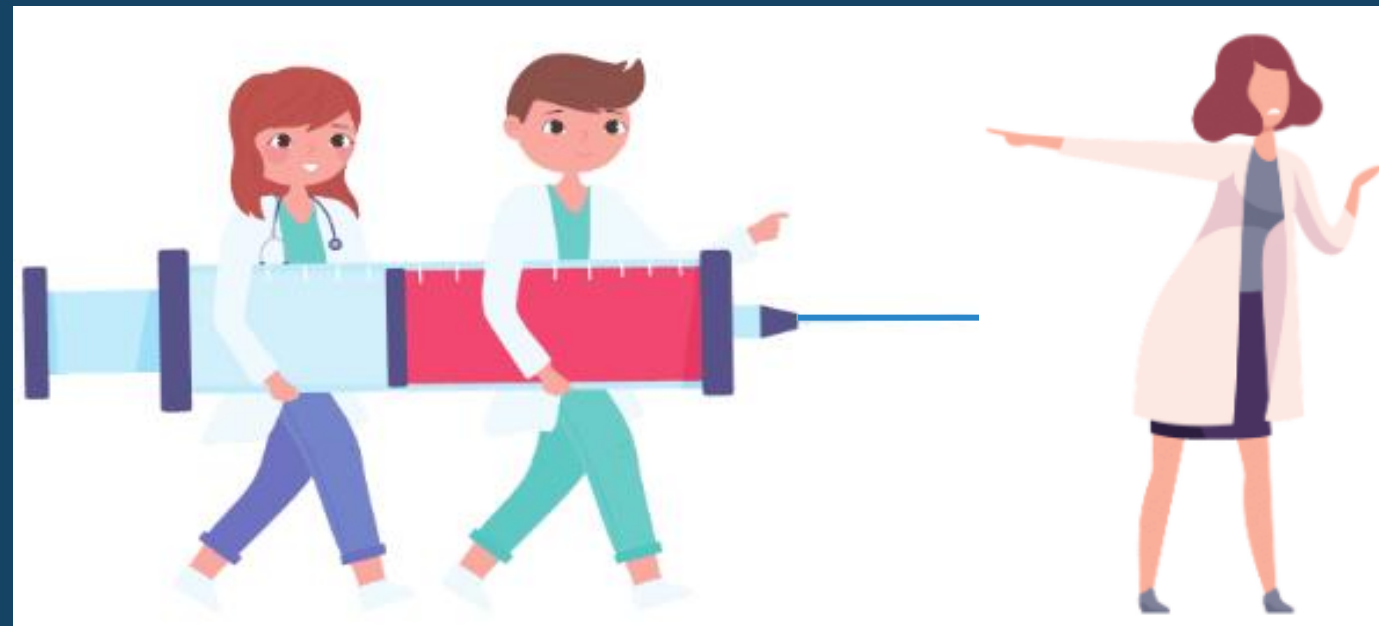
**B** = **OK, but could be better**

**C** = **Weak, not keeping up**

**D** = **Struggling, near death**



# Don't get Defensive!





**The doctor is IN!**



# INQUIRY



Website

Phone calls

Emails

score

B+

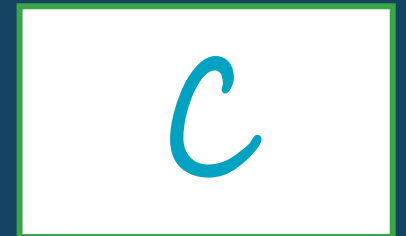


# INQUIRY



**Centralized place to store and track**  
**Accessible to key individuals**

score





# INQUIRY



**Triage and prioritize which families need the most attention**

score







# INQUIRY



**Offer various admission events**

**Method to invite multiple people**

**at one time**

score





# INQUIRY



**Method to nurture interested families**

score





# INQUIRY



## Let's Average our Inquiry Scores

**Do any of your Inquiry processes  
need some extra attention  
or tutoring?**



# APPLICATION



**The sole purpose of the application:**

**To help you determine if the student/family is a good fit.**



# APPLICATION



It should **NOT** include things like:

enrollment

**Medical questions**

**Payment Plans**

**Emergency Contacts**

**Grandparents**

score





# APPLICATION



**Accurate Information**

**Clear & Helpful**

**Do YOU understand directions?**

score





# APPLICATION



**Helpful questions about both  
student and the family**

score





# APPLICATION



## Previous Teacher Reference Parish Verification

score







# APPLICATION



**Requiring Report Cards  
Standardized Test Results  
504 Plans or IEPs**

score





# APPLICATION



**Application Fee**

**Appropriate and Competitive**

**What are others charging?**

**Free**

**\$20**

**\$50-100**

**>\$100**

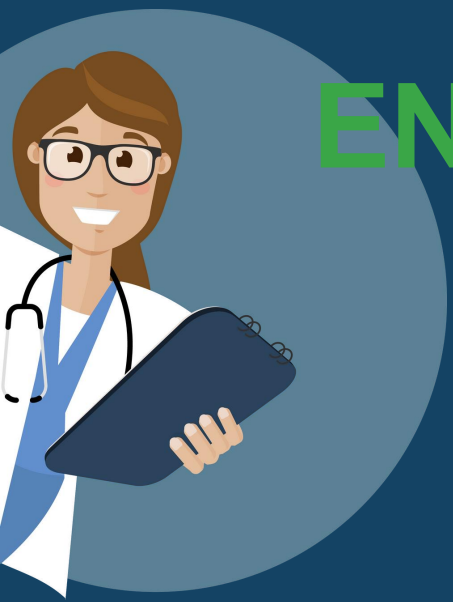


# APPLICATION



## Let's Average our Application Scores

**Do any of your Application  
processes need some extra  
attention or tutoring?**



# ENROLLMENT

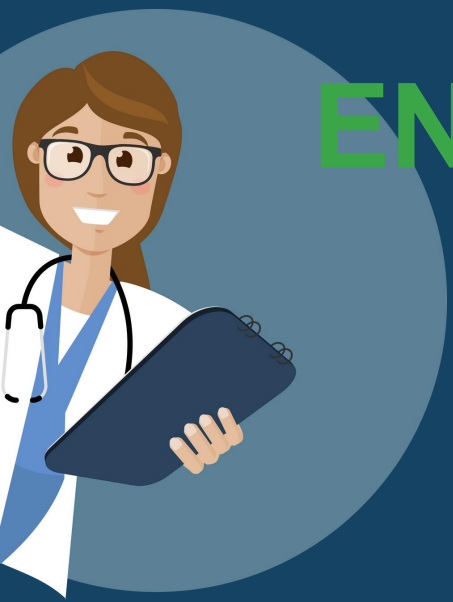


**Process to evaluate each applicant**

**Process to make a decision**

score





# ENROLLMENT



Method to communicate decision:

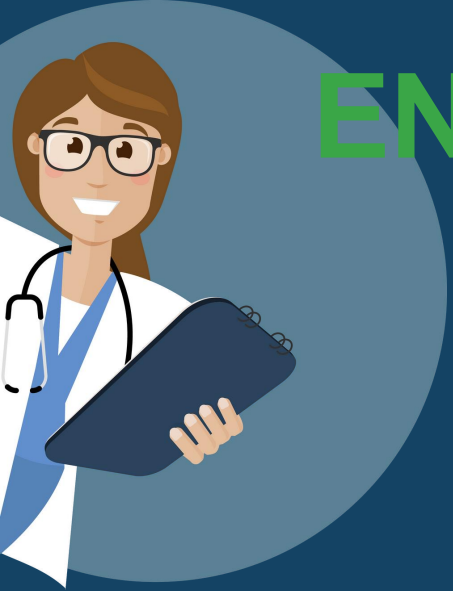
**admission**

**wait list**

**rejection letter**

score





# ENROLLMENT



Customized experience for each type of student enrolling:

- **New or returning**
- **Divisional differences**

score





# ENROLLMENT

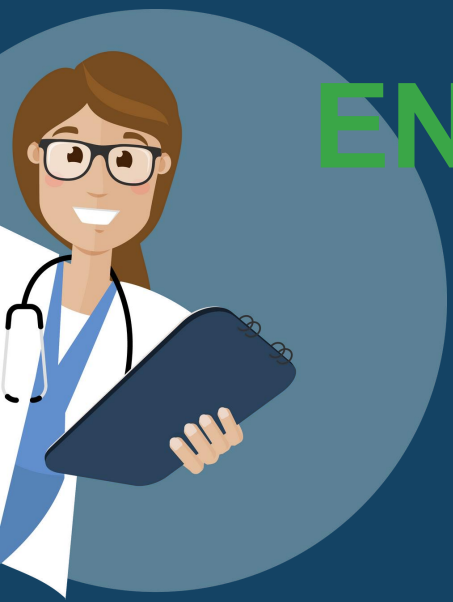


**Requiring all docs/info you need**

- **Birth certificate**
- **Medical / immunizations**
- **Income surveys**

score





# ENROLLMENT



**Minimizing or Eliminating  
the need for paper forms  
and inked signatures**

score







# ENROLLMENT



Method to track status of admission decisions and results:

**Family Accepted**

**Family Declined**

**Family Withdrew**

score





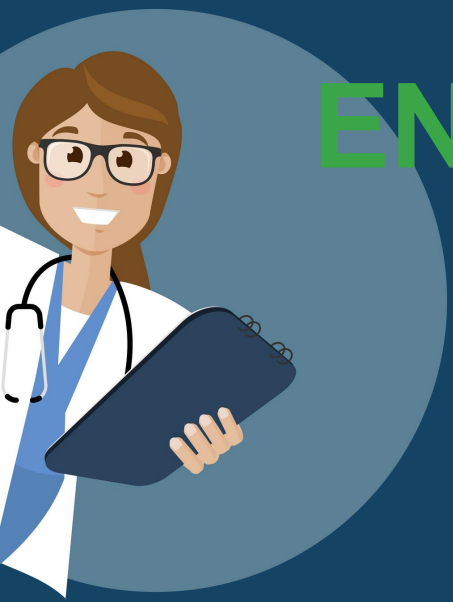
# ENROLLMENT



Method to receive and file  
all forms and documents  
in a **centralized digital file**

score





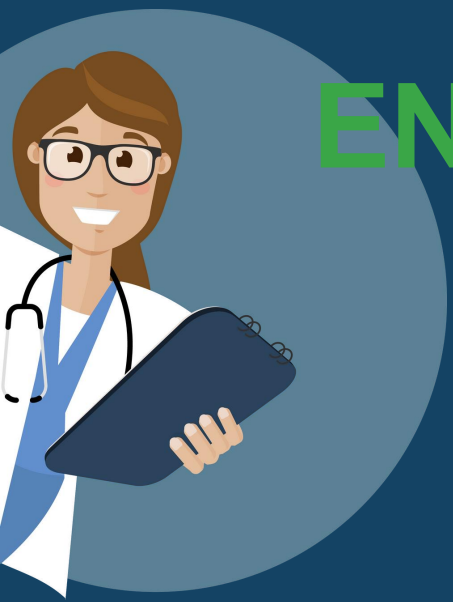
# ENROLLMENT



Method to track **Year-over-Year**  
**Admissions and Enrollment Activity**  
and **Statistics**

score





# ENROLLMENT



## Let's Average our Enrollment Scores

**Do any of your Enrollment processes need some extra attention or tutoring?**



# The Prescription

- Assess critical needs (stop **bleeding!**)
- Make a **plan** of action.
- Set **short-term** and **long-term** goals.
- Begin **TODAY**.



# Enrollment Management

Let me help you improve your effectiveness.

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