

Plan for hitting start goals

Calls

I will make at least 100 calls on days that I have no interviews scheduled

I will attempt to make 100 calls on all other days regardless of interviews

I will never make less than 60 calls in a day

If I can not reach a student I will use all information in my power (all phone #'s, email, mailer's, emergency contact form, etc.) to reach them

Interviews

I will schedule three interviews a day

If I have to come in on unscheduled Saturdays to meet the student's needs, I will

When scheduling interviews I will always ask the potential student to bring someone with them

During interviews I will always ask for referrals

I will encourage students to start in the most recent term b/c there is a higher start percentage than when a student waits.

Financial Aid

After a student applies I will schedule their FA appt. within 48 hours

I will follow up with all my potential students weekly to keep them excited

I will discuss with students, during the interview, the possibility of needing a co-signer