

**From:** Admissions Employee  
**Sent:** Friday, January 29, 2010 4:03 PM (GMT)  
**To:** School President  
**Subject:** Re: Internet Leads!

I sent them this info yesterday along with their PDLs for a push to hit these two budgets!

**From:** School President  
**To:** Admissions Employees  
**Cc:** Admissions Employee, School President  
**Sent:** Fri Jan 29 10:55:17 2010  
**Subject:** Internet Leads!

Folks! Working your leads is paramount to your success!

Timeliness is crucial to being able to close these leads as well as the follow-up! Internet leads have a short shelf life!

Please revisit every internet lead today! Book the appointment!

Every lead is to be called a minimum of 3 times per day! Every day until contact is made!

037 Kaplan University, Davenport			2.86%
			2.94%
			13.33%
	Admissions Employees		2.70%
			3.13%
			0.00%
			8.33%
			14.63%
		Unassigned 037 AM Rep	
037 Kaplan University, Davenport Total			6.14%



**Redacted**

**Campus President**

1801 E. Kimberly Rd. Ste 1  
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