Saturday, June 20, 2020

1:00pm  Welcome & Introductions
1:15pm  Introduction of Case Study Files
1:30pm  Session 1: History, Fundamentals & Organization of Enrollment Management
2:20pm  Break
2:30pm  Session 2: Enrollment Planning & Decision-Making
3:45pm  Break
3:50pm  Session 3: Financial Planning & Its Role in Enrollment Management
5:15pm  Case Study Discussion
6:00pm  Break
6:30pm  Dinner & Discussion
8:00pm  Adjourn & Optional Social Time

Sunday, June 21, 2020

8:00am  Breakfast (optional)
9:00am  Session 4: Marketing & Enrollment Management
10:30am  Break
10:45am  Session 5: Retention & Enrollment Management
12:00pm  Lunch & Learn: Pursuing Professional Development in EM
1:00pm  Case Study Discussion: Final Directions
2:00pm  Closing Thoughts & Adjournment