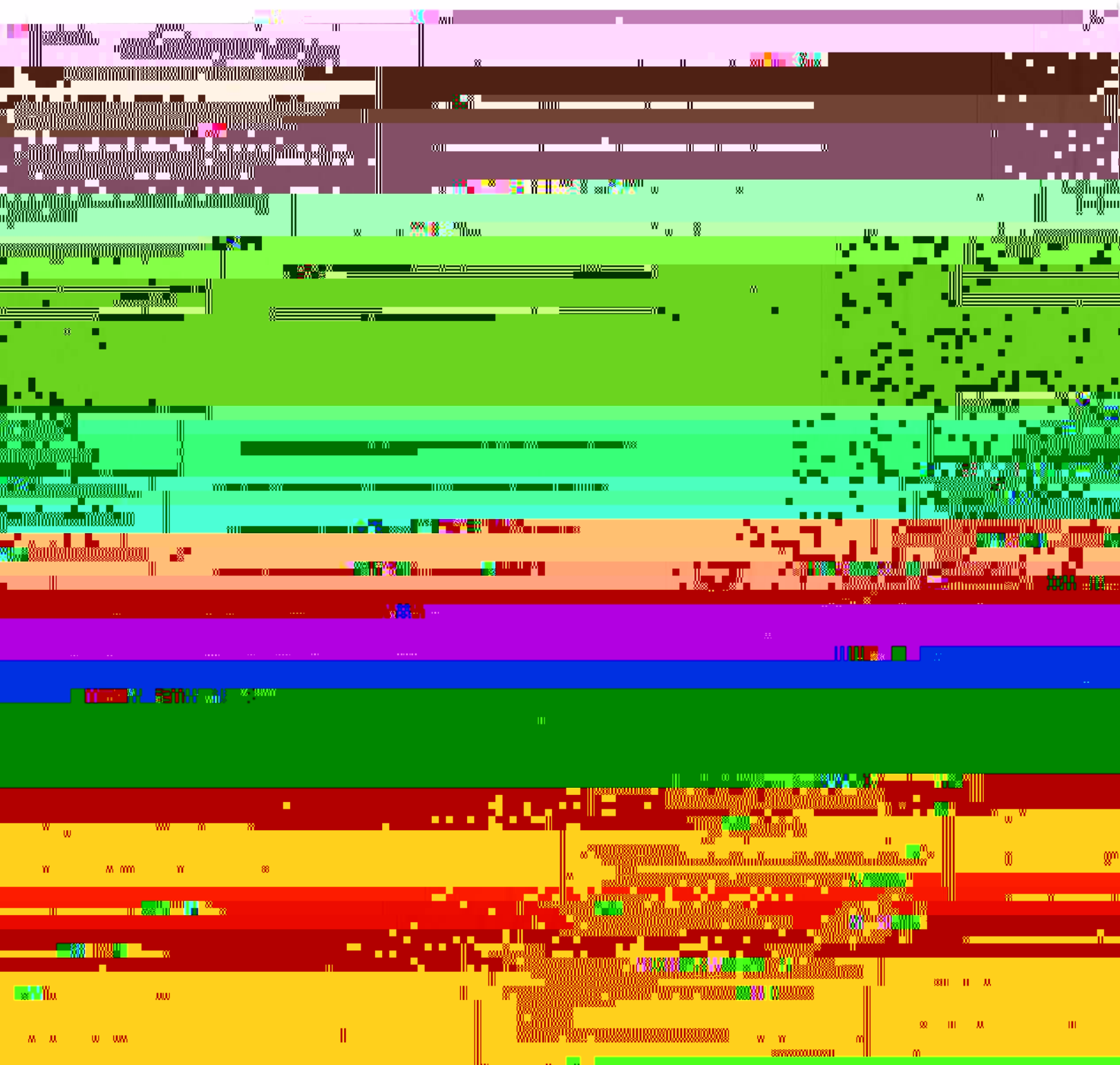


SEMIWORKS

Work for You
Inbound or Out

Work for You
Inbound or Out
Semi-Private
Visits



www.ck12.org

- ✓ YOU ARE your institution
- ✓ Dress/Act professionally at all times
- ✓ Know your stuff!
- ✓ Be confident of answers to FAQ
- ✓ Keep catalog, other references handy if needed
- ✓ If you don't know an answer, promise (and deliver) requested information when you return
- ✓ Always be honest
- ✓ Learn to handle the difficult questions/people

www.ck12.org

- ✓ Use down time or program breaks for prospect card coding, entering prospect cards on laptop

Post-Travel Activities

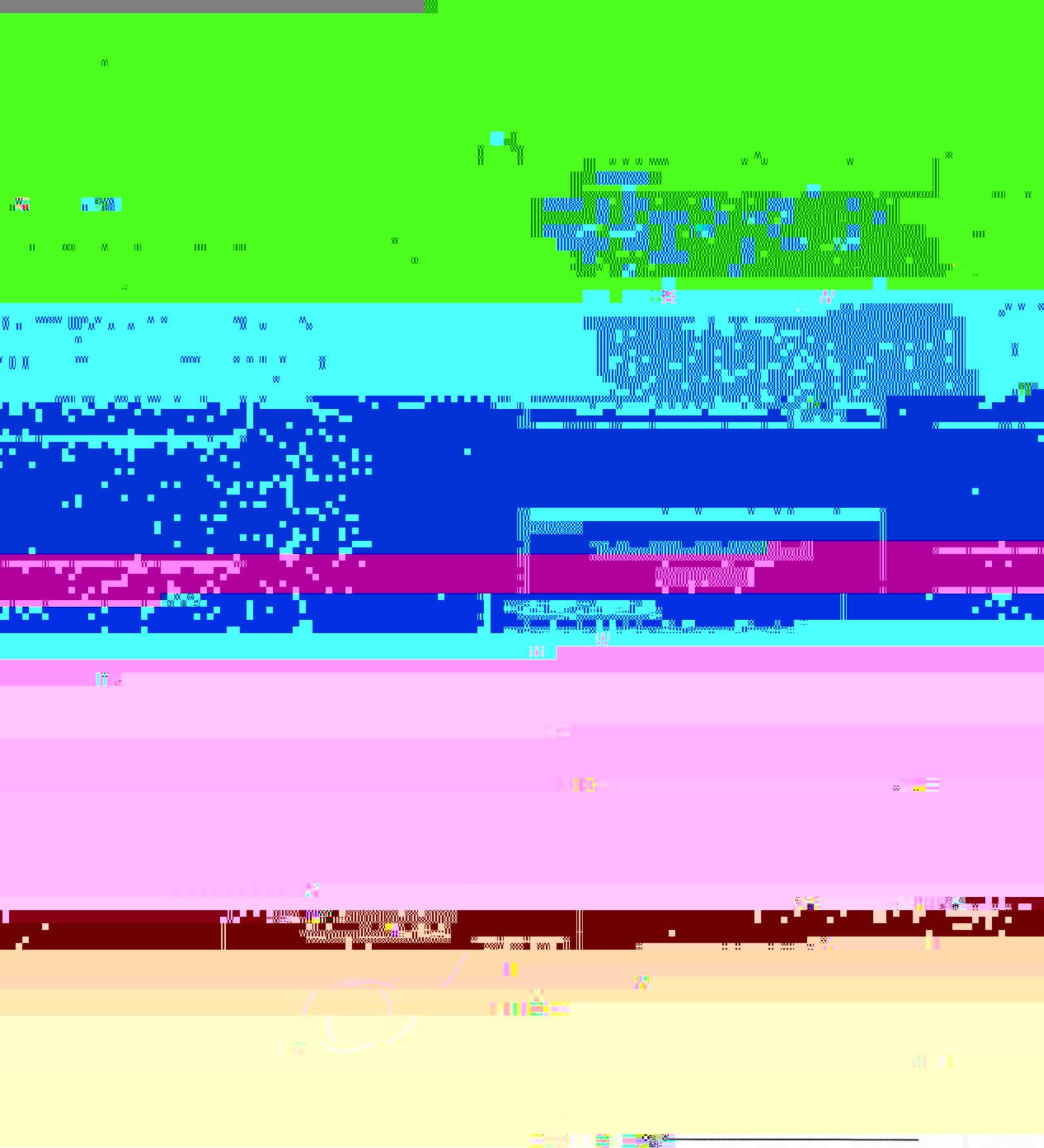
- Unpack unused materials
- Complete paperwork (reimbursements, etc.)
- Evaluate the program & visits
- Contribute good notes, suggestions & travel file for future travelers' reference
- Look forward to future road trips!

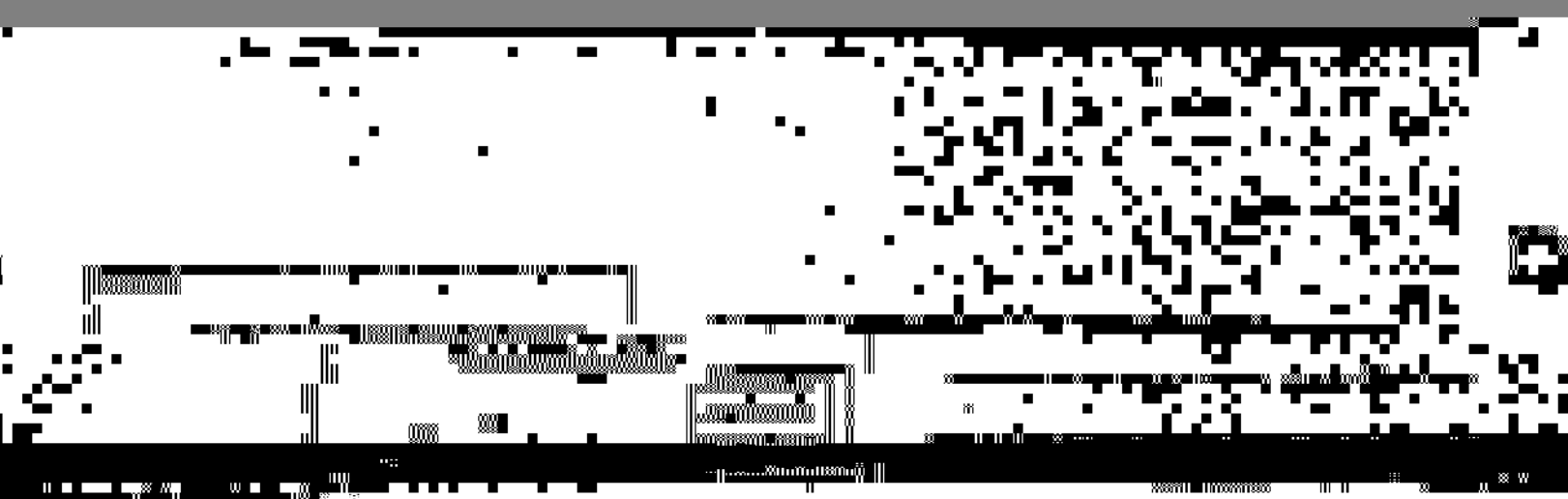


Contact Information:

Ginger Marr
Associate Director of Admissions
Winthrop University
Joynes Hall

Rock Hill, SC 29733
gmarr@winthrop.edu
(800) 763-0230; (803) 323-2191



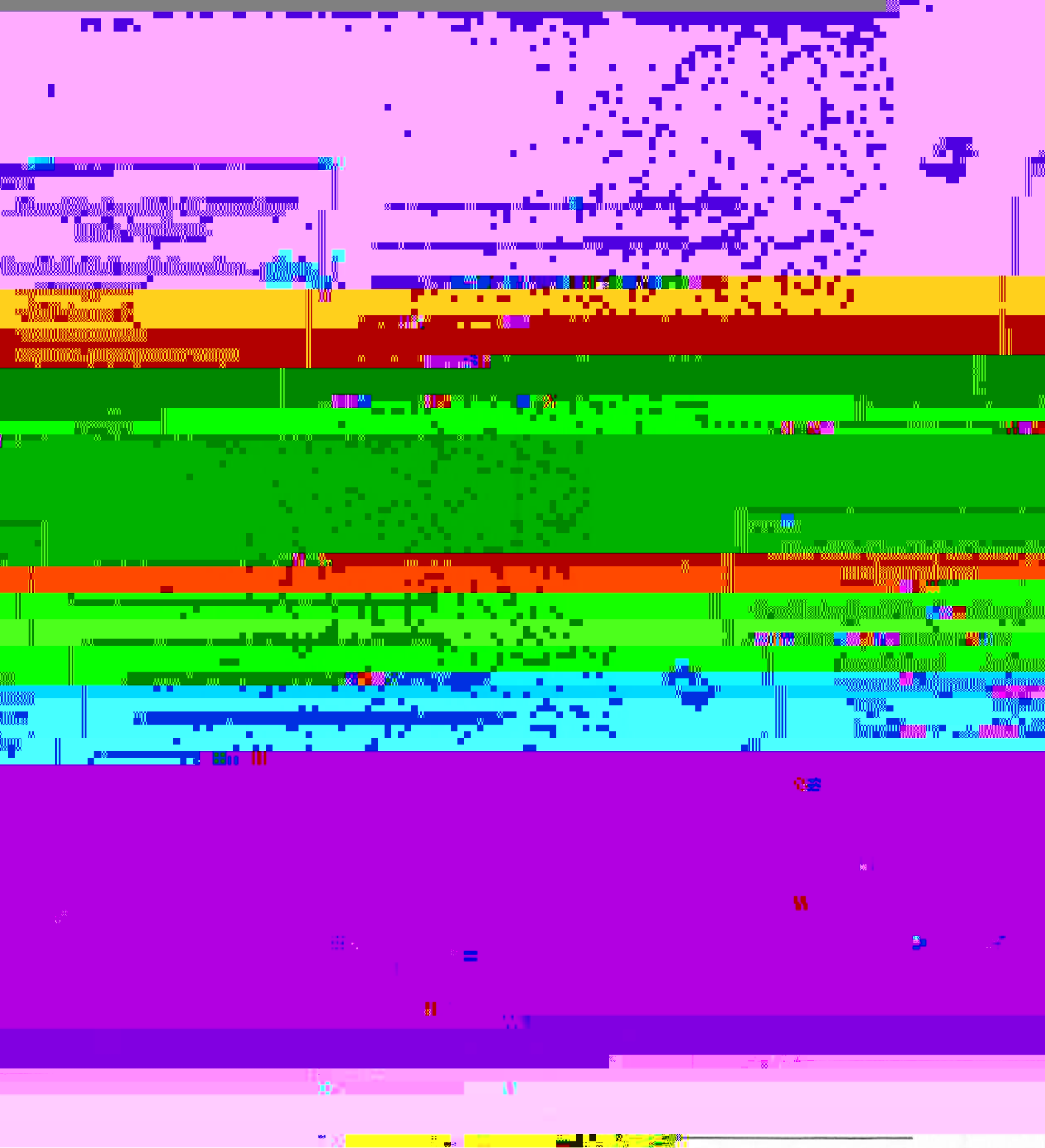


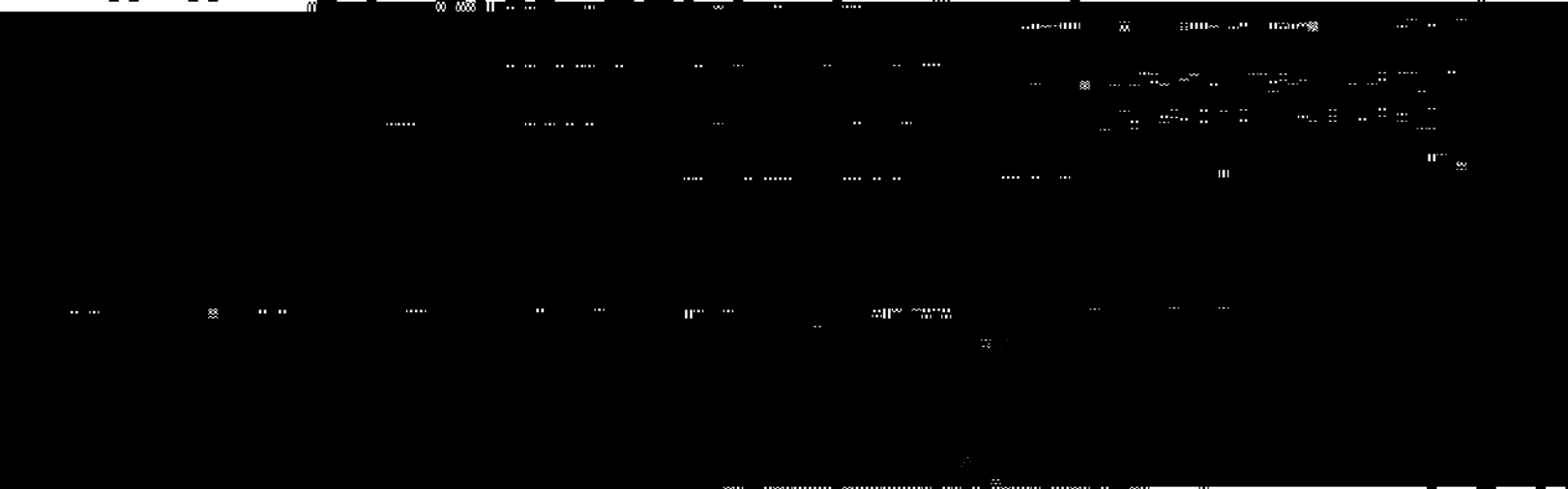
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Provide access to

Prepare and submit application materials

www.sandwich.com





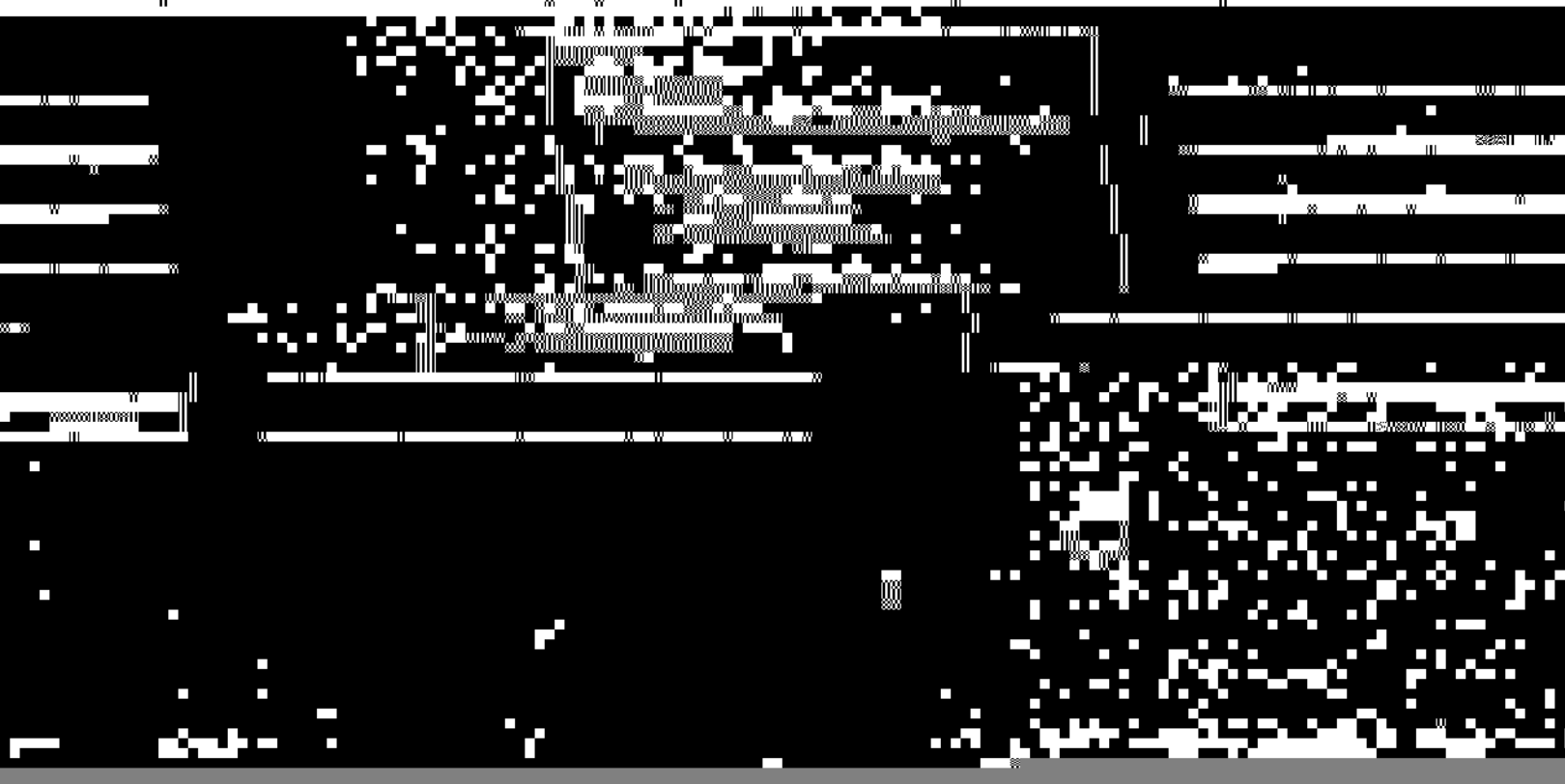
Step Two: Research of Schools / Counselors

- Request information from previous territory managers
- Consult Enrollment Planning Service (EPS) data
 - Review school profile/websites

AP Central

Step Three:

Personalize Introduction



Step Five:
Evaluate Annually

- Evaluate ALL Course Initiatives
 - Request Written Evaluation
 - Compare Enrollment Report

SEMIWORKS

Transfer Counselors

5. Provide the following information for each transfer counselor:

KEYWORDS

Group Discussion

Scenario # 3: You arrive for your scheduled

Due to an oversight on the counselor's part