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CRACKING THE HIGH SCHOOL CODE: Succeeding in Today's High School Market

October 14, 2015, Noon - 1PM (PST) Online Class

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It's that wonderful time of year when strings of yellow buses line our neighborhoods, we come together for Friday night lights and welcome Homecoming celebrations. For career colleges, it's also the time of year to establish relationships with high schools and promote the great opportunities available to students who seek a post-secondary education.

Unfortunately, many campuses decide to abandon the many benefits this vital market can provide because of the inability to gain access into high schools, which is more challenging than ever before.

Kick off a successful recruiting season with this engaging and invaluable webcast by understanding:

- The importance of servicing the high school market
- Strategies for marketing your school to the high school market
- The best model for gaining access
- What high school administrators and faculty expect from career schools in order to establish and maintain long-lasting partnerships



5A Your Way to Success: Transforming Objections into Opportunities

November 18, 2015, Noon - 1PM (PST) Online Class

[Register for this class](#)

Have you ever been faced with a roadblock you didn't know how to overcome? Whether it's during the initial phone call, the admissions appointment or scheduling a high school visit, objections and concerns will always exist. Too often Admissions Reps look at roadblocks as a dead-end, until now. During this high-energy and interactive webcast you'll learn how to:

- Effectively address ANY objection or concern
- Identify the "true" obstacles
- Discover the best solutions
- Motivate to take action
- Provide greater service that differentiates your school from the competition

READY, SET, START! Securing a Successful Class Start

December 2, 2015, Noon - 1PM (PDT) Online Class

[Register for this class](#)

Your team has worked hard. They've met the team enrollment goals. The newly enrolled students express how excited they are to start. But, on the first day of class do they all show? What does it really take to secure a successful class start? If you're looking to improve your show-rate and student admissions experience, this webcast is a must.

Take important steps to increasing your start-rate success by learning:

- The influencers of a poor and strong show-rate
- How to keep students engaged and motivated to startGain and maintain a student's commitment level
- Insights into industry best practices to consistently securing solid start-rates



Online Trainer: Matt Schmoker, [Legacy Solutions](#)

Fee: Each class is \$39. Buy all three classes for \$99 per person

More information available at: contact@nwcareercolleges.org, or call 360.292.4798

Participation instructions will be emailed each enrollee after registration is processed