



Fall 2015 Training – Energizing Admissions

Live Webinar! Noon – 1:00 PM (PDT)

November 18, 2015

Transforming Objections into Opportunities: 5A Your Way to Success

During the admissions process, 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**.

Attending this high-energy and interactive webcast will provide training on 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

During the live event, ask a question and get a direct response from our extremely knowledgeable presenter!

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LIVE WEBINAR: Wednesday, November 18, 2015, Noon to 1:00 PM (PDT)

\$39 per person

[Click here to Register Now](#)

After registering, you'll be sent instructions to participate in the training

For more information call the NWCCF: 360.292.4798



About the Presenter

Matthew Schmoker has dedicated his career to higher-education for the last 20 years as an award winning enrollment management expert, consultant, executive coach and nationally-acclaimed speaker. With an unparalleled ability for transforming low performing campuses to outperforming expectations, and committed to supporting institutions in maximizing their enrollment potential, Matt founded [Legacy Solutions](#), the premier admissions training and strategic enrollment management group.

As such, Matt's expertise, enthusiasm and admissions philosophy have earned him the industry reputation as the "Admissions Whisperer." Through the support Matt and his team provide both private and public institutions in surpassing enrollment goals through innovative and strategic approaches to training and the admissions process, Matt, and Legacy Solutions, continue to be trusted national and international partners helping schools transform and experience unprecedented growth.