



Pre-Conference Workshop Series
May 17, 2017 | 1:30 – 4:30 PM
Double Tree Hotel
16500 Southcenter Parkway | Seattle

**SETTING MORE ADMISSION APPOINTMENTS
THAT WILL SHOW *and*
Transforming Objections Into Opportunities**

Part I-“Setting MORE Admissions Appointments That WILL Show”

Is your admissions model, and current technique to scheduling appointments, outdated and not yielding the results you expect? Discover a more impactful approach to conducting the initial phone call that truly connects with prospective students and increases appointments that show.

Learn techniques that:

- Reach more prospective students
- Enhances the overall student experience
- Differentiates your school from the competition
- Overcome immediate obstacles and objections
- Schedules more appointments and increases the appointment show rate

Part II –“The 5A’s to Transforming Objections into Opportunities”

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.

Receive immediate, result-producing best practices to:

- Effectively address ANY objection or concern
- Create a positive experience for the prospective student
- Identify the “true” obstacles
- Discover the best solutions
- Motivate to take action

WHEN: Wednesday, May 17th
1:30 PM to 4:30 PM

WHERE: Doubletree Hotel
16500 Southcenter Blvd | Seattle

FEE: \$45 per person

Presented by Matt Schmoker, Legacy Admissions Solutions

Register for this workshop

[Registration for full conference](#)

Name _____ email _____

Name _____ email _____

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School _____

Check for \$ _____

Return to: NWCCF
8300 28th Court NE #400
Lacey, WA 98516
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About Matthew Schmoker, Legacy Admissions Solutions

Matthew Schmoker has dedicated his career to higher-education for over 20 years as an award winning enrollment management and retention expert, consultant, executive coach and nationally-acclaimed speaker. From his humble beginnings as a High School Admissions Representative, to holding executive roles such as Executive VP of Admissions, Matt has had an unparalleled ability for transforming low performing campuses to outperforming expectations.

With a passion for supporting more institutions in maximizing their enrollment potential, Matt founded [Legacy Admissions Solutions](#), a leading admissions training and enrollment solutions group. As such, Matt, and the Legacy Team, have supported over 600 schools throughout the United States and abroad.

With his infectious enthusiasm, passion for education, admissions philosophy and unrivaled blend of expertise and proven forward-thinking strategies, Matt, and the Legacy Team, continue to partner with higher-education institutions, of all types and sizes, in helping gain the competitive advantage to leave an incredible legacy.