



CONCORDIA ST. PAUL

*Admissions  
Department*

# Agenda

- ★ Who works in Admissions?
- ★ Who do we enroll, and how?
- ★ Top selling points
- ★ New initiatives
- ★ Hand-off process
- ★ Game and prizes!

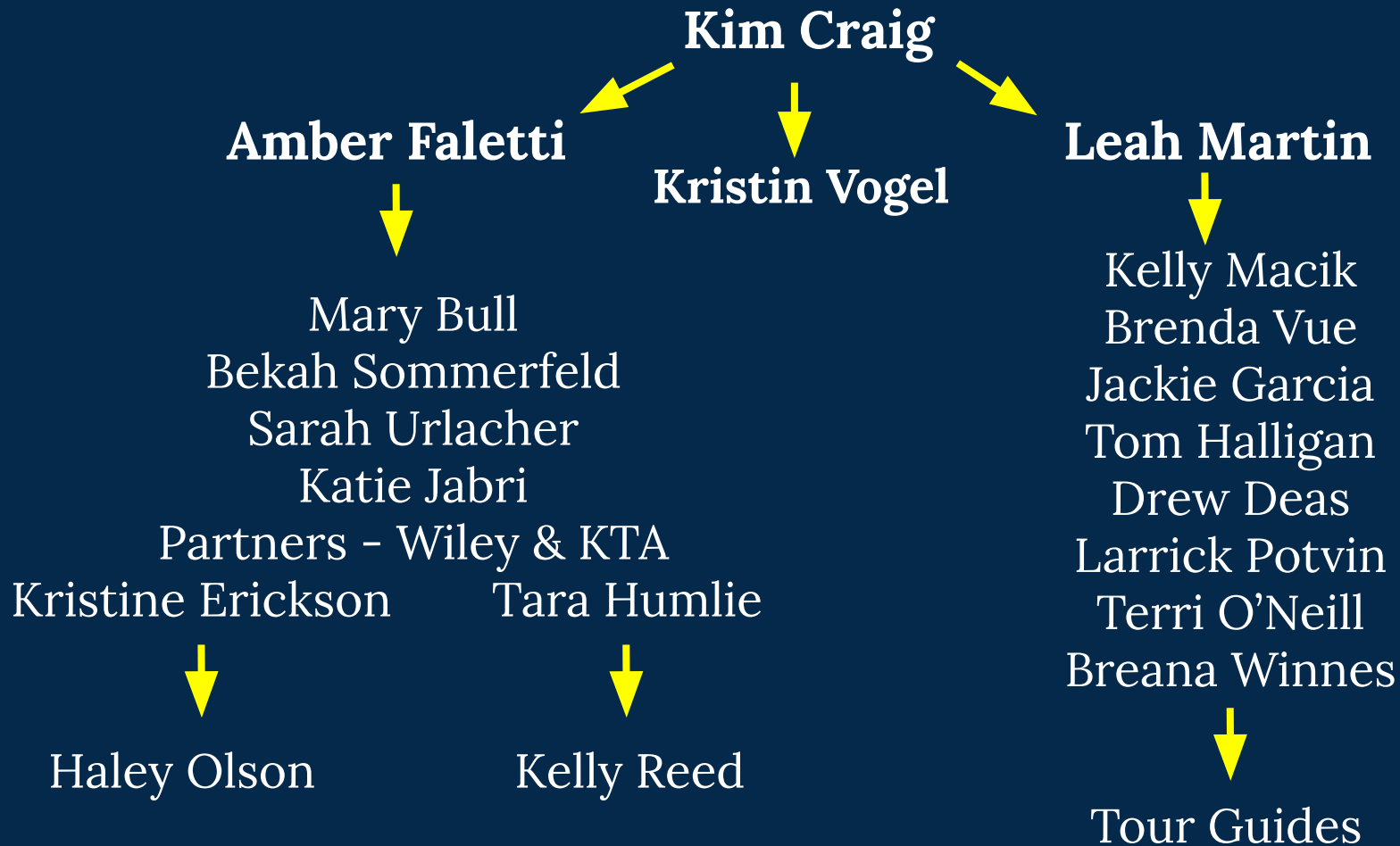






# Who works in the Admissions Office?







# *Key Contacts in Admissions*



**Amber Faletti**  
**Adult Undergraduate**  
**Graduate**  
**Doctorate**



**Leah Martin**  
**Traditional**  
**Undergraduate**





**Tom Halligan**

**Church Work**

**Church Work Scholarship  
\$12,000 / year**

**We also offer 3 full-tuition  
Twelve Disciples Scholarships / year**





**Katie Jabri**

**International Admissions  
Counselor for all student  
populations**







**Breana Winnes**  
**Campus Experience Coordinator**

**Campus Visit Requests**

**Campus Tours**

**Student Tour Guides**



**Kristine Erickson**

**Admissions Operations Manager**

**Manage Events**

**Marketing needs**

**Website updates**



**Tara Humlie**

**Admissions Data Manager**

**Recruit**

**CSP Application**



# Types of Students at CSP

- Traditional Undergraduate
- Adult Undergraduate
- Graduate
- Doctorate
- International
- PSEO (Post Secondary Enrollment Options)
  - On campus, On site & Online
- Visiting students





# Who do we enroll, and how?

## We recruit them! :-)

- Travel (*high schools, community colleges, corporate events, congregations, college fairs, community fairs, education fairs, etc.*)
- On campus events
- Off campus events
- Online Webinars
- CSP Application / website
- Athletics
- Word of mouth (*Alumni, faculty, staff, friends and family*)
- Search process through RNL





# CRM (Customer Relationship Management)

## Recruit CRM

(partnership started in 2015)

- ★ Create & maintain our admissions application
- ★ Track all of our communication with students
- ★ Automated communication to students
- ★ Event registration and attendance tracking
- ★ Lots of data to analyze!



# What are our most popular majors?



**Traditional**  
**Undergraduate**

**Biology**  
**Business Management**  
**Criminal Justice**  
**Education**  
**Nursing**  
**Undecided**

**Adult**  
**Undergraduate**

**Business**  
**Exercise Science**  
**RN to BSN**  
**Computer Science**

**Graduate**

**MBA**  
**MA Education**  
**MS Exercise Science**

**Doctorate**

**DPT**  
**EdD**





A group of runners and a mascot are competing on a red running track. The runners are wearing various athletic gear, including t-shirts with 'CSP' and 'TRACER' logos. The mascot is a large, light-colored bear wearing a dark blue t-shirt with 'CSP' and 'TRACER' logos. The background features a brick building with a sign that reads 'MAY GOD BLESS YOU ALWAYS AND IN ALL WAYS!' and a tall chimney. The sky is overcast.

# *Selling Points*





# Selling Points

- ★ Affordability
- ★ Program options
- ★ Flexibility
  - Multiple modalities to complete classes
- ★ ROI
- ★ Faculty & Staff
  - Not just a number!
- ★ Lutheran heritage
- ★ Diversity
- ★ Athletics
- ★ Location
- ★ Scholarships
- ★ Majors lead to relevant careers!

# CSP Partners

## ★ Wiley Education Services (2011)

- Enrollment Counselors
- Partnership Liaisons
- Tuition Planners
- Transcript Processors
- Student Success
- Marketing

## ★ K-12 Teachers Alliance (2007)

## ★ Retrieve (2019)

## ★ FA Solutions (2017)



**WILEY**

EDUCATION SERVICES



# Athletics & Admissions





# New Initiatives





## NEW STUDENT ORIENTATION

# Welcome

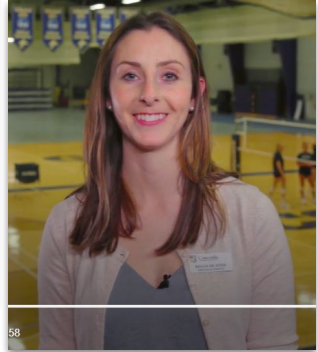
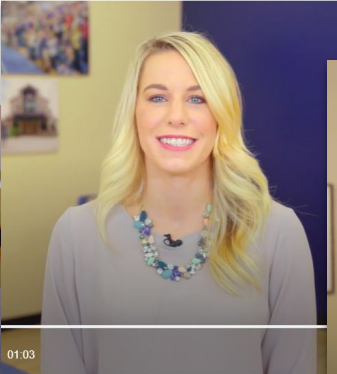
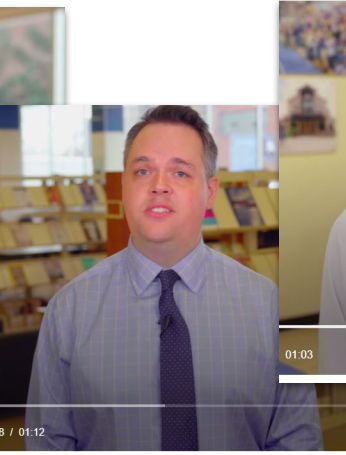
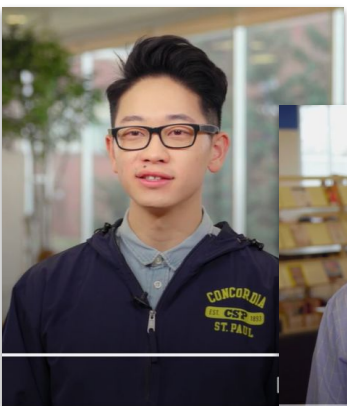
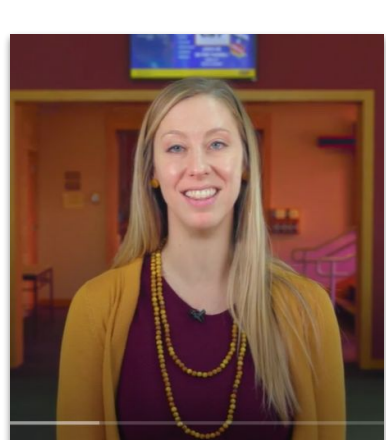
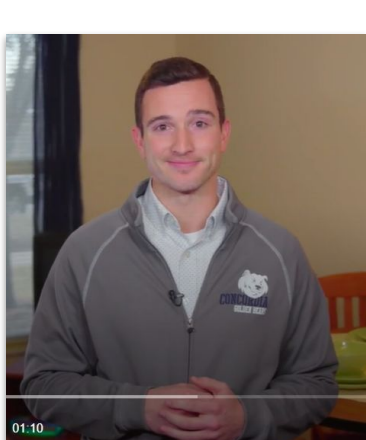
**We're glad you're here, Leah!**

This online orientation will give you an:

- Introduction to CSP Resources and Services
- Understanding of our Community and Opportunities
- Overview of the Technology you'll use to enroll and participate in class

**Take your time, take notes, and enjoy this introduction to Concordia St. Paul!**

**NEXT »**





## Dashboard



You still have outstanding questions that may qualify you for more opportunities! Click here to continue answering more matching questions.



Leah Martin

### Scholarship Opportunities

#### ScholarshipUniverse

995 Open & Future Scholarships  
\$1,958,975



0

School Scholarships  
You Qualify For

### Your Universe

Open & Future Matches  
150 Scholarships

### Actions Required

#### Action Items

All Types ▾

Next Two Weeks ▾

#### Matched Scholarships Expiring

31 Scholarships

Deadline:  
6/28/2019

Take Action











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1 - 1 of 1 items



## Matching Questions and Answers

Answer  
More  
QuestionsMatches  
**135**Opportunity  
**\$312,054**

Question ▾	Answer(s) ▾	Last Answered ▾	Edit
Do you have financial need?	Yes	1/9/2019	
What is your citizenship status?	US Citizen	1/9/2019	
What is your cumulative GPA?	3.500	1/9/2019	
What is your current or intended enrollment status for the academic year?	Full time	1/9/2019	
What is your current or intended major(s)?	Undeclared	1/9/2019	
In what country is your current residence?	United States	1/9/2019	
In what state is your current residence?	Minnesota	1/9/2019	
In what county is your current residence?	Hennepin County (MN)	1/9/2019	
In what city is your current residence?	Minneapolis (MN)	1/9/2019	
What is your current academic level?	High School - Senior	1/9/2019	

[My CSP](#)[Student](#)[Employee](#)

### Student Financial Services Information

Contact Information:  
Phone: 651-603-6300  
email: [finaid@csp.edu](mailto:finaid@csp.edu)

[My Account](#)  
[Cohort - Request Term Receipt](#)  
[Direct Deposit Information](#)  
[Federal Shopping Sheet](#)  
[Financial Aid Awards](#)  
[Financial Aid Forms](#)  
[Financial Aid Requirements](#)  
[Satisfactory Academic Financial Aid Policy](#)  
[Scholarship Search](#)  
**[Scholarship Universe](#)**  
[Verify My FAFSA](#)

Click the link above if you received an email indicating your FAFSA has been selected for review process which requires you to submit additional information.  
[View 1098T](#)

### Registrar

[Registrar's Office](#)  
[FERPA Policy](#)  
[Final Exam Schedule](#)  
[Registrar Forms](#)

Find forms like In-Progress Grade Request, Registration Restriction, University Withdrawal , etc.

[Satisfactory Academic Progress](#)

General information on SAP as well as readmission forms

[Student Information Release Authorization](#)

Proxy Set-up and Management

[Transcript Requests](#)

[View Unofficial Transcript](#)

### Registration Tools

### Academic Advisor

#### Gretchen Walther

Director of Academic Advising  
Biology, Chemistry, Pre-Licensure  
Nursing, Church Professional majors,  
Doctorate of Education

Office Phone: 651-603-6271  
Cell Phone: 651-248-9167  
Email: [walther@csp.edu](mailto:walther@csp.edu)

### Student Tools

[Academic Advising](#)  
[Degree Audit](#)









Concordia  
UNIVERSITY-SAINT PAUL

# Hand-off Process



# Hand-off timeline

- **Traditional Undergraduate**
  - Admission Counselors to Advising: **Start of classes**
  - Admission Counselors to Financial Aid counselors: **Start of classes**
- **Adult Undergraduate**
  - Enrollment Counselors to Advising: **One week after the start of classes**
  - Tuition Planners to FA Solutions Counselors: **Start of classes**
- **Graduate**
  - Enrollment Counselors to Advising: **One week after the start of classes**
  - Tuition Planners to FA Solutions Counselors: **Start of classes**
- **Doctorate**
  - Enrollment Counselors to Advising: **Start of classes**
  - Enrollment Counselors to FA Solutions Counselors: **Start of classes**





**Concordia**  
UNIVERSITY · SAINT PAUL

**How can we all work  
together?**

# It takes a village!

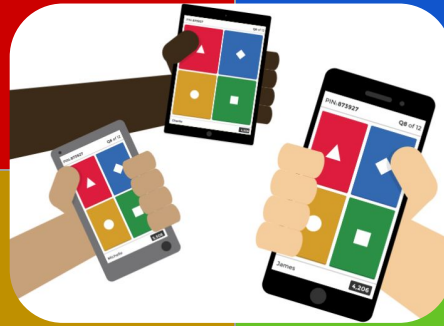
- **“Be Our Guest” initiative**
  - **Saying hello to visitors**
- **Be responsive**
- **Meet with our prospective students and families**
- **Understand key scholarships:**
  - **Church Work**
  - **PSEO**
  - **Transfer Advantage**
  - **ScholarshipUniverse**
- **Continue sharing your ideas with us! We love thinking outside the box. :)**





# Let's

# Play



# Kahoot!

**Go to [kahoot.it](https://kahoot.it)**

**-OR-**

**Download Kahoot!**

Enter the PIN

Enter your name



CONCORDIA ST. PAUL

*Thank you for listening!*