

An aerial photograph of the St. Paul skyline, featuring a mix of modern skyscrapers and older buildings, situated along the banks of the Mississippi River. The river flows through the center of the image, with a few boats visible. The sky is a clear, bright blue with some light clouds. The overall scene is vibrant and captures the city's urban landscape.

CSTP

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?



Kim Craig

Amber Faletti

Kristin Vogel

Leah Martin

Mary Bull

Bekah Sommerfeld

Sarah Urlacher

Katie Jabri

Partners - Wiley & KTA

Kristine Erickson

Tara Humlie

Haley Olson

Kelly Reed

Kelly Macik

Brenda Vue

Jackie Garcia

Tom Halligan

Drew Deas

Larrick Potvin

Terri O'Neill

Breana Winnes

Tour Guides



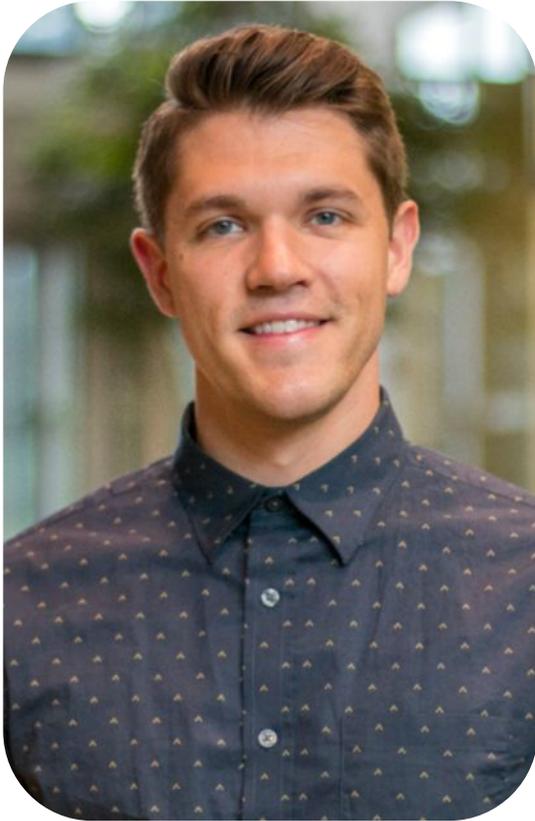
Key Contacts in Admissions

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





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

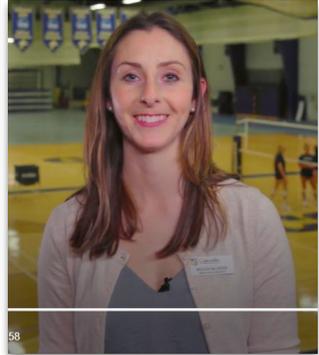
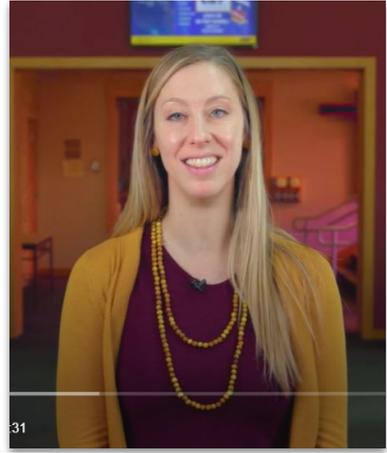
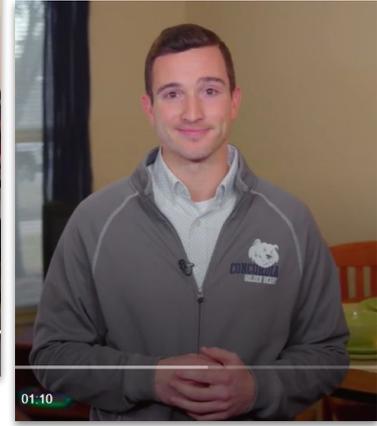
We're glad you're here, Leah!

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

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

« ‹ 1 › »

1 - 1 of 1 items



0

School Scholarships
You Qualify For

Matching Questions and Answers

Answer
More
QuestionsMatches
135Opportunity
\$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

- [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

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

-OR-

Download Kahoot!

Enter the PIN

Enter your name

CSTP

CONCORDIA ST. PAUL

Thank you for listening!