



Join Ian Symmonds from Ian Symmonds  
& Associates in

# Strategic Enrollment Management in the New Post-Pandemic Normal

**Course Dates** | September 24-Nov. 5, 2020

**Meeting Dates** | 9/24, 10/8, 10/22 & 11/5

**Meeting Times** | 3:30-6:30pm EST

**Audience** | Admissions & Enrollment, MARCOMM

*Price includes participation for up to 4 team members  
Use promo code "AASSA" when checking out*

## COURSE OVERVIEW

Join us for a deep dive in the key components of strategic enrollment management in a new post pandemic normal. This four week, online intensive class has been created and customized as a deep professional development experience specifically for members of the Association of American Schools in South America. Our online intensive will focus on industry best practices of the Seven Elements of Strategic Enrollment Management, including: Recruitment and outreach, Admissions management, Financial aid and net revenue models, Marketing and integrated communication planning, Information management and systems, Retention analysis and planning, Research and assessment.

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