

Day 1			
Topic	Description	Start	End
Introductions, Overview of the goals for the workshop, agenda review, rules and regulations		8:00	8:30
Current State of the Business	Section 2 of the Workbook	8:30	11:30
Lunch Break	Lunch	11:30	1:00
General Market Description	Section 3 of the Workbook	1:00	2:30
Break		2:30	2:45
Enrollment Strategies	Section 4 of the Workbook	2:45	4:30
Summary of the Day, Discussion of the Day Ahead		4:30	5:00
DAY 2			
Topic	Description	Start	End
Review of Previous Day		8:30	9:00
Enrollment Strategies	Section 4 of the Workbook	9:00	10:30
Break		10:30	10:45
Enrollment Strategies	Section 4 of the Workbook	10:45	12:00
Lunch		12:00	1:00
Institution's Enrollment Organization	Section 5 of the Workbook	1:00	2:30
Break		2:30	2:45
Key Issues for Management	Section 6 of the Workbook	2:45	4:00
Summary of the Day, Discussion of the Day Ahead		4:00	5:00
Day 3			
Topic	Description	Start	End
Review of Previous Day		8:30	9:00
Action Plans	Section 7 of the Workbook	9:00	10:30
Break		10:30	10:45
Action Plans	Section 7 of the Workbook	10:45	12:00
Summary of Workshop, Next Steps with Owners		12:00	1:00