

At the end of every workshop, participants are asked to rate their experience. Below are actual comments from admission counselors, coaches, faculty, and student ambassadors who have participated.

"Outstanding and engaging!"

"I can't wait to incorporate the ideas and tools. The logic of the suggestions seems easy to follow and I'm sure will yield great results."

"I think that the training went well. I gained new tools and information that has already helped me."

"I really felt I got a lot out of the training—I truly appreciated it!"

"Very useful and informative."

"I really thought it was good for us as a staff to look at another way of doing things. I have started to use some of what I learned and it really works."

"Thank you! This was very helpful!"

"I learned a lot of new techniques. I am very excited about how this will put us ahead. I can't wait to put what I've learned to use."

"I used this on phone calls. My calls are a little longer but more effective, allowing for very good conversations."

"I really like this approach. It is different and focuses the recruiters to be in a new position and break out of the regular way of doing things. The training was done in a non-threatening way that got the points across."

"Thank you! I know as a recruiter we are always looking for new tools."

"The information presented was useful and gave us more ideas and tools to implement in our current recruiting efforts. Thanks!"

"It was interesting, upbeat, and enjoyable. I found it very helpful to practice the phone call techniques. Also, the objection handling portion was very helpful, especially overcoming the cost objection."

"I enjoyed the training tremendously! The trainer did an excellent job facilitating this program. His knowledge and anecdotes added much to the topics discussed."

"Great workshop and great facilitator. I liked the visual aids, the videos, and the handbook."

"I'm glad we had this opportunity to enhance our effectiveness in recruiting students. We can implement these skills to achieve better results."

"I really enjoyed the training and feel that the things I learned will help me in both my admissions and my personal relationships."

"It was all great! It just gave us better skills to get what we want while the students also get what they want."

"Great training, very informative!"

"I enjoyed the personality and demeanor of the trainer, his illustrations were very easy to understand. He found the perfect example of many of his points—I feel I will retain more information from this training than other trainings we have had."

"I really enjoyed the training. It was excellent and conveyed information and knowledge very well!"

"A terrific job. The presentation was excellent and engaging. I appreciated the use of helpful suggestions that we started using immediately. It was an outstanding day!"

"Thank you. The information was very useful in helping me improve my performance."

"Thank you so much. The graphics and notebooks are very helpful. The workshop was really excellent. The trainer had done his homework!"

"I think it was a worthwhile exercise that helped me to focus on the student, not on the institution."

"The visual aids and printed material were excellent! I am a visual learner and found them to be helpful."