

Enrollment Student Roadmap

A performance-support map that guides enrollment representatives through the full student journey — turning a complex, multi-system process into a clear sequence of what to do, and when.

10
guided steps

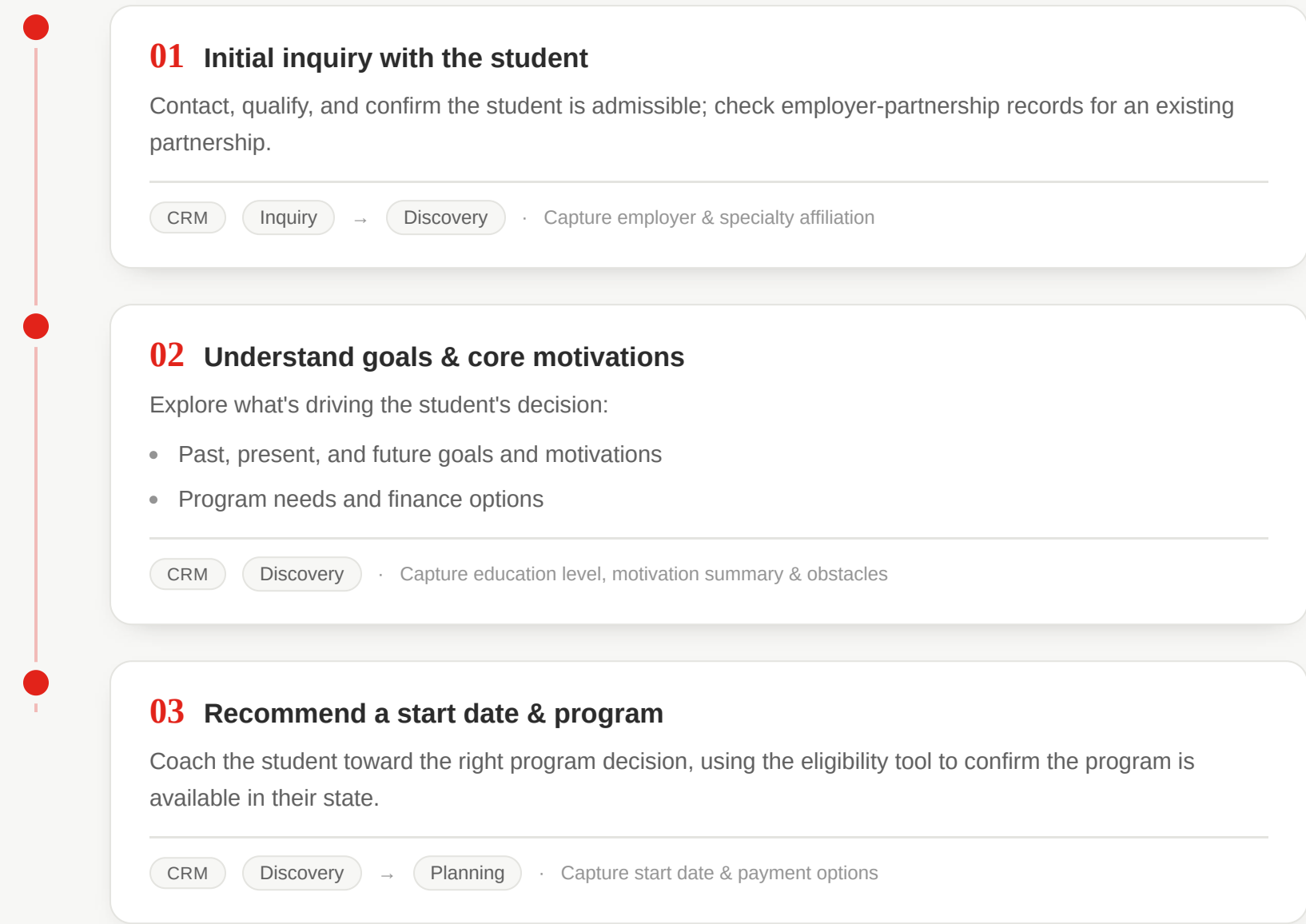
3
journey phases

1
shared reference for every representative

PHASE 1 · RECRUIT

Connect and guide the prospective student

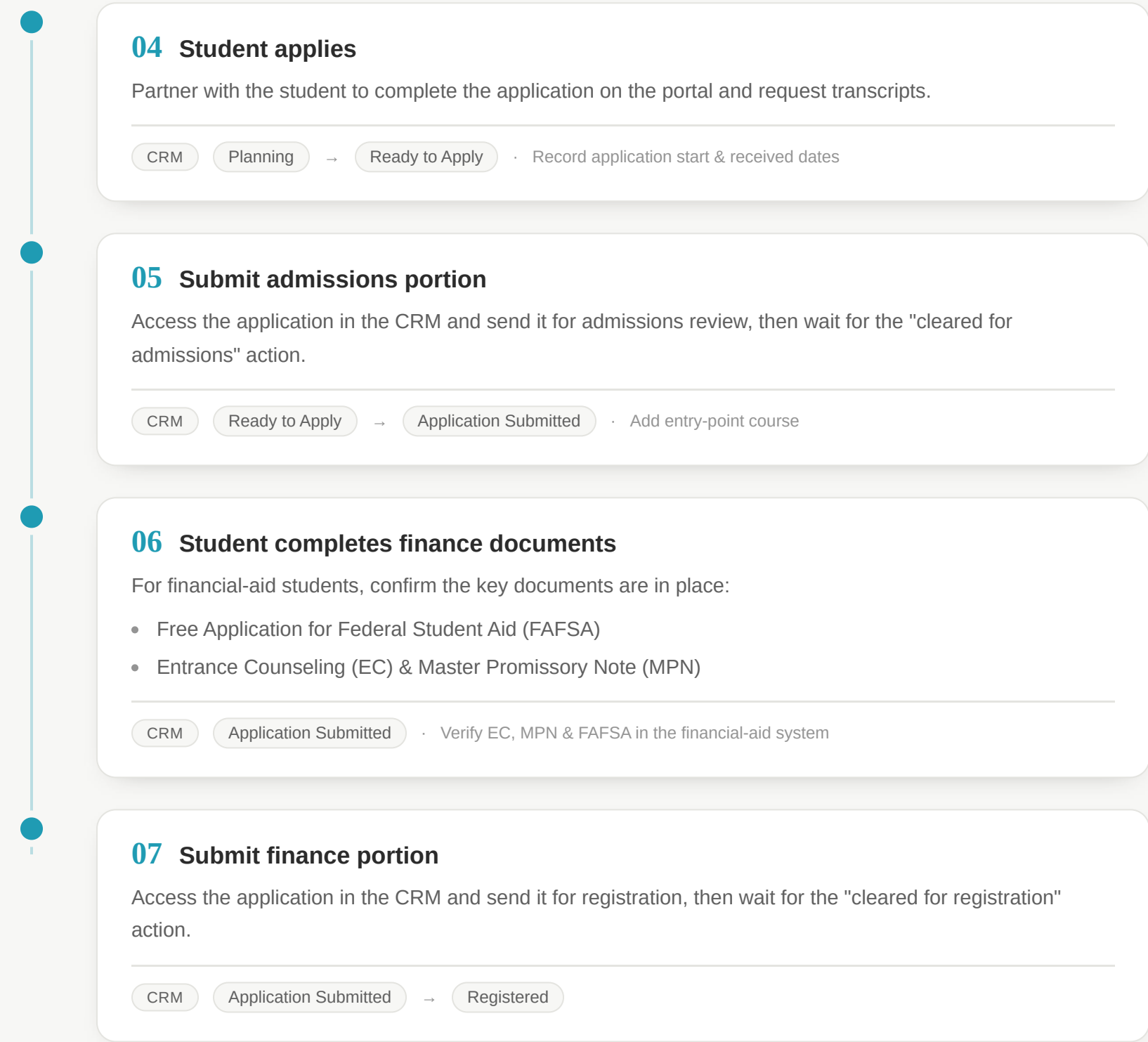
From first contact to a confident program decision.



PHASE 2 · ENROLL

Move the student through application & finance

Application, admissions, and financial-aid steps that get a student officially enrolled.



PHASE 3 · SUPPORT

Get the student into class and keep them there

Onboarding into the first course, retention, and ongoing prospecting.

