

Goals

- Confirm feasibility of graduation in 3 years.
- Improve the financial situation
- Sell the schools on XXXX and get an advocate for her

Intelligence Studies Meeting

- Feasibility of completing a major in three years
 - How the AP and CCP classes will be treated
 - what the Intelligence Studies course requirements are.
 - Possible Class schedule

- Focus on academics and opportunities not financial topics during the meeting.
 - GPA, Top in Class, Honors Diploma, 3 year graduation
 - Love the school and the opportunity it provides her (Best fit), however we have to find a way to get closer to \$18,000
 - Willing to pay a little bit more to have her come here but need to get close to the in state school.
 - Down to 2 schools
 - Trying to find best fit /opportunity (education and cost) – why send her here?
 - Talk about in state school opportunities
 - #15 in the nation
 - #7 public school
 - Direct admit / In Honors program
 - Why are you a good fit forXXXX? Have story ready
 - to introduce yourself and discuss my strong interest in attending Mercyhurst
 - Show that you are willing to do more to get more help
 - TA/GA
 - Paid position on campus
 - Work study
 - Indicate that you want to leave there as a future Laker

- Focus on Finances
 - Financial Opportunities for Research Projects
 - Outside internships / employment
 - FAFSA special circumstance application
 - Other financial aid opportunities that may be available.
 - Housing
 - TA/GA
 - Paid position on campus
 - Work study
 - Are there other merit scholarships we can apply for? In the department?
 - Make sure offer is renewal each year and know the criteria to make it happen

- You need to sell yourself to the school on the call. Why should they do anything for u?
 - Make them want to go the extra mile for you.
 - 3-5 reasons why XXXXX wants to come to the school
 - Unique opportunity to further her academics at a Top school
 - Good fit – core classes and unique opportunities
 - 3-5 reasons why the school would benefit from having Elena on campus
 - ability to and thrive in college environment
 - Grit
 - positive influence on fellow students
 - a positive advocate for the school while there and afterwards
 - Community engagement
 - Active on campus in a positive way
 - Volunteer work (COC, Fisher House)

Admission Department

- Focus on Admissions, what u are willing to do to make it happen & what u bring to the campus.
- Focus on academics not financial topics during the meeting
 - GPA
 - Top 10
 - Graduate in 3 years.
 - Language
 - We came this far because of what your school offers, however we have to find a way to get closer to \$18,000
 - Love the school and the opportunity it provides her.
 - Down to 2 schools
 - Trying to find best fit / opportunity (education and cost) – why send her here?
 - Talk about in state school opportunities
 - #15 in the nation
 - #7 public school
 - Why are you a good fit for the school? Have story ready
 - Show that you are willing to do more to get more help
 - TA/GA
 - Paid position on campus
 - Work study
 - Indicate that you want to leave there as a future XXXXX
- Discuss why Intelligence Studies, 3 year graduation
- Don't bring up Housing, Student Life, Orientation, etc in the letter
 - Save for end of meeting with Admissions – they will send you to an admissions consoler for that
- You need to sell yourself to the school while you are there. Why should they do anything for u?
 - 3-5 reasons why you wants to come to the school
 - Unique opportunity to further her academics at a Top school
 - Good fit – core classes and unique opportunities
 - 3-5 reasons why the school would benefit from having you on campus
 - ability to and thrive in college environment
 - Grit
 - positive influence on fellow students
 - a positive advocate for the school while there and afterwards
 - Community engagement
 - Active on campus in a positive way
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Financial Aid Department

- Focus on
 - FAFSA special circumstance application and
 - Other financial aid opportunities that may be available.
 - Housing
 - TA/GA
 - Paid position on campus
 - Work study
- Are there merit scholarships we can apply for? In the department?

Things to remember

- Make sure offer is renewal each year and know the criteria to make it happen
- Find out how they treat outside scholarships
 - Under 2k yours
 - Over 5k generally split it