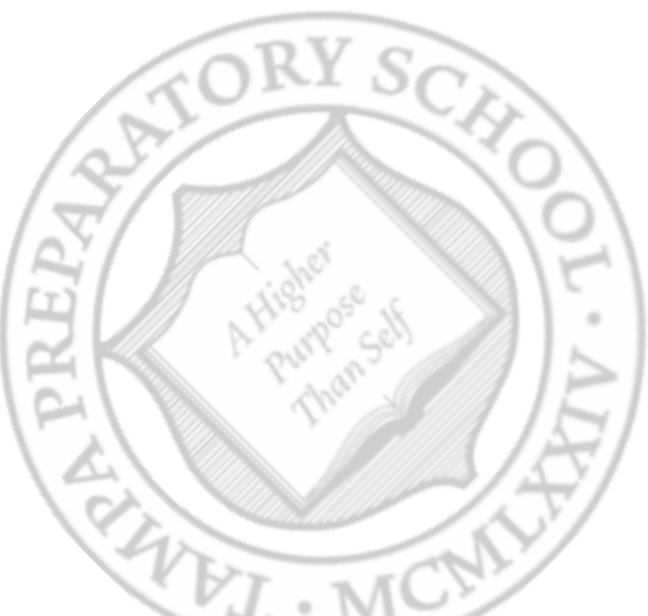


Welcome

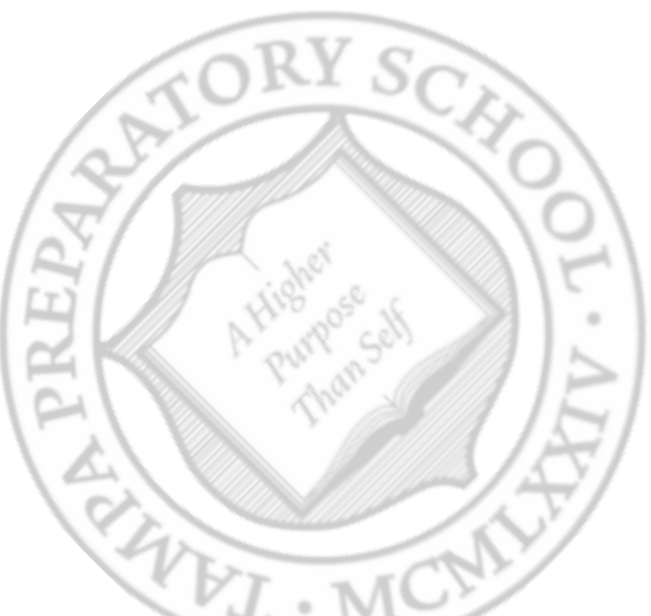
Dennis Facciolo, Director of Admissions
Kevin M. Plummer, Head of School

Tampa Preparatory School



the partnership

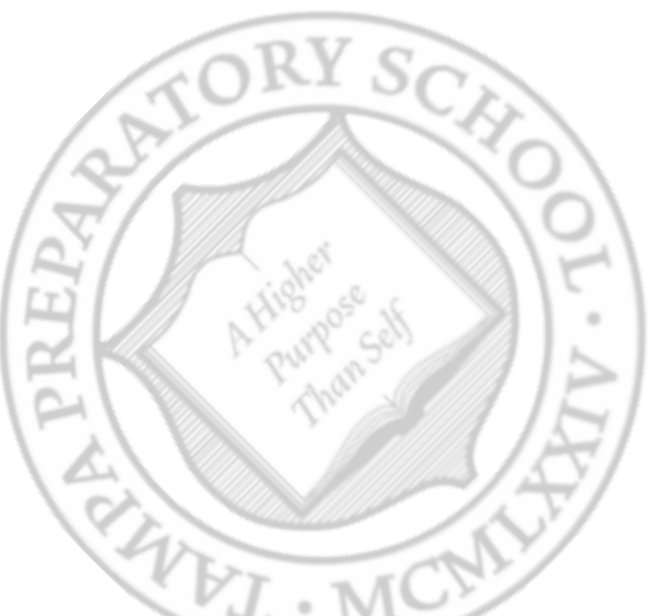
Who are we?



the partnership

Why should you care?

Because it is about **THE PARTNERSHIP**



the partnership

BRUTAL FACT

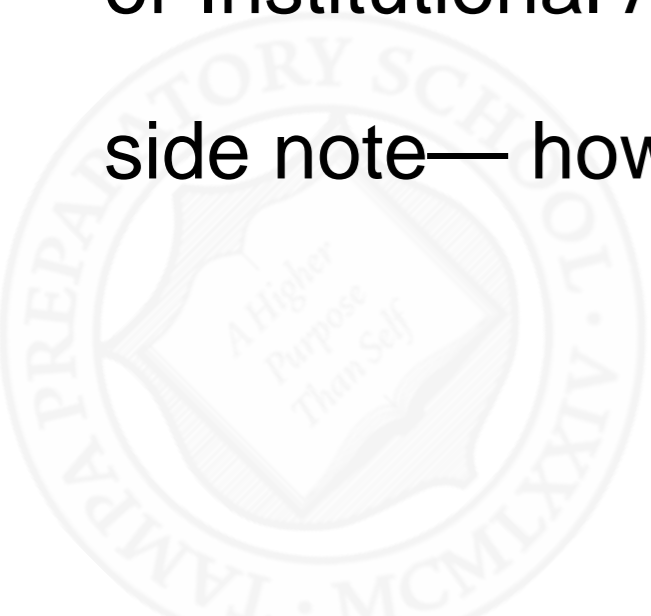
Where does the majority of most school's revenue originate?

ADMISSIONS

side note— how many times in your school's history has Development or Institutional Advancement created more revenue than admissions?

side note— how many people are directly responsible for Admissions?

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the most important conversation between Admissions and the Heads Office

what is Admissions?

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shared imagination about what could AND should be



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the importance of understanding and working on the (shared) vision and working on bringing that vision to a reality.

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leadership team
dynamics- the
balance of voices
in decision
making

business office and admission

the partnership



relationship you have with the strategic plan, the vision, the ability strategically create the reality—that reality is the result of the willingness of the head and admission director to learn from one another and create solutions



the partnership

658 640 576 570 580 608 615 644 649

SSATB Admissions Director and New Heads workshop

2008: economic down turn

2008: Parent Ambassadors

2009: Retention/Attrition

2010 Strategic Plan

2010: Print to online resources

2010: marketing initiative 2010: Educatius and international students

2010: Patel Conservatory partnership 2010: bus system

2010: School signage

2011: Sweet 16 2011: Lacrosse

2011: global studies program 2011: China Trip

2011: STEM program

2012: online summer program registration and payment

2012: % Change in need based financial aid

2012: iPad 1 to 1 program

2012: 8:50 Start

2013: Robotics and Engineering and College Counseling Suite

2014: Middle School ALE

2015: Staffing Change for the Admissions Office

2007

2015

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