WHY?…WHY?…WHY?: Keep asking! WHY? WHY? WHY?

1. Build em Up!
       Why are you are looking into schools right now?
       Tell me about your interest in XYX. Get them excited!
       Why online?
       High School? GPA/GED Score
       What classes did you like? Dislike?
       College experience? Credits and Classes? TOC!

2. Break Em Down! Find the PAIN!
       How long have you been thinking about returning to school? WOW
       What's kept you from doing this in the past?
       Why Now?
       What do you do now?   Like? Dislike?
       What if you had to stay there for the next 20years?
       How would the make you feel?
       How has not having your degree affected you life?

3. Build Em UP!
       What are your plans after you get your degree?
       What would be your ideal job I this field? For what company?
       Will you be able to get there without your degree?
       What would that mean to you to have that job?
       How will your life be different?
       What type of skills do you need to get that job? (To be used in curriculum)
        On a scale from 1-10, how motivated are you returning to school? Why?

4. Any one helping you with this decision?

5. What other careers/interests are you pursuing?
       What other schools are you looking at?
       What are you looking for in school?

6. Are there any challenges or obstacles that might prevent you from earning your degree?

7. If we are the right fit for each other, your classes will start _____.
       Is there anything keeping you from starting then?

At this point you should understand my role as the Assistant Director of Admissions here at the school. I am here to answer your questions and provide you with the information you will need to make an informed decision about returning to school. The school also gives me this position to ensure that you are admissible and to provide a recommendation to complete an application. My recommendations are based on three main things:
1. Your motivations for returning to school
2. Your ability to communicate openly and honestly as we move forward in this process
3. Most important – your ability to make and keep the commitments that will allow you to receive my recommendation.