

Admission Directors Institute  
2019 Program Agenda

TUESDAY, SEPTEMBER 10

8:00 a.m.–8:30 a.m. Registration & Breakfast  
8:35 a.m.–9:00 a.m. Welcome Overview and Introductions - Dave Taibl and Hans Mundahl, EMA

2019 Program Advisors:

+ Brad Brown, Director of Admissions and Enrollment Management, Trinity School (GA)  
+ Peter Frew, Director of Admissions, The Taft School (CT)  
+ Inez Odom, Assistant Head of School, La Jolla Country Day School (CA)  
+ Cheryl Plummer, Director of Admission and Financial Aid, Greenwich Country Day School (CT)  
+ Andrew Weller, Dean of Enrollment & Strategic Marketing, St. Stephen's & St. Agnes School (VA)

9:00 a.m.– 9:15 a.m. Pre-Assignment Initiative - Inez Odom, ADI Faculty  
9:15 a.m.–10:30 a.m. Warm Up & Ice Breakers  
10:30 a.m.–10:45 a.m. Break  
10:45 a.m.–12:15 p.m. Groups of Different Leadership Styles - Center for Creative Leadership - Michael DePass  
12:15 p.m.–12:45 p.m. Lunch & Team Discussions  
12:45 p.m.–1:00 p.m. Break  
1:00 p.m.–1:30 p.m. Wrap-up Change Style Inventory  
1:30 p.m.–3:30 p.m. Strategic Relationship Management, ADI Faculty  
+ 30 minutes — Presentation  
+ 30 minutes — Table Discussions based on domain  
+ 30 minutes — Q&A  
+ 20 minutes — Individual Reflection  
+ 10 minutes — Wrap-up  
3:30 p.m.–3:45 p.m. Break  
3:45 p.m.–4:30 p.m. Facilitated Team Discussions with Advisors  
4:30 p.m.–5:00 p.m. Full Group Discussion of Day's Activities/Sessions  
Hans Mundahl, Facilitator  
5:00 p.m.–6:30 p.m. Reception  
6:30 p.m. Dinner on Own

WEDNESDAY, SEPTEMBER 11

8:00 a.m.–8:55 a.m. Breakfast & Hot Topics  
9:00 a.m.–11:00 a.m. The Business of Enrollment - Alex Heiberger, CFO, Madeira School (VA)  
+ 30 minutes — Presentation  
+ 30 minutes — Table Discussions with Advisors  
+ 30 minutes — Q&A  
+ 20 minutes — Individual Reflection  
+ 10 minutes — Wrap-up

11:00 a.m.–11:15 a.m.	Break
11:15 a.m.–11:45 a.m.	Facilitated Team Discussion with Advisors
11:45 a.m.– 12:00 p.m.	Morning Wrap-up - Hans Mundahl, Facilitator
12:00 p.m. –12:45 p.m.	Lunch & Team Discussions
12:45 p.m.–1:00 p.m.	Break
1:00 p.m. - 3:00 p.m.	Data-Driven Enrollment Management and Institutional Marketing Christina Dotchin, Director of Outreach, EMA and Hans Mundahl, Director of Professional Development, EMA + 30 minutes — Presentation + 30 minutes — Table Discussions with Advisors + 30 minutes — Q&A + 20 minutes — Individual Reflection + 10 minutes — Wrap-up
3:00 p.m. - 3:15 p.m.	Break
3:15 p.m. - 4:00 p.m.	Facilitated Team Discussion with Advisors
4:00 p.m. – 5:00 p.m.	Program Wrap-Up - Hans Mundahl, Facilitator