

# Sponsored Student Recruitment Timeline

<b><u>9-12 Months</u></b>	<b><u>6-9 Months</u></b>	<b><u>3-6 Months</u></b>	<b><u>1-3 Months</u></b>
<ol style="list-style-type: none"> <li>1. Analyze current enrollment data.               <ol style="list-style-type: none"> <li>a. What key regions do your students come from?</li> <li>b. What majors are they studying?</li> <li>c. Do sponsored programs exist within these regions?</li> </ol> </li> <li>2. Identify most popular and well-ranked programs.               <ol style="list-style-type: none"> <li>a. Are these programs on any scholarship approval lists? If not, reach out to cultural office regarding the process to be added to such lists.</li> <li>b. Schedule meetings with the key academic departments to identify and create a support structure.</li> </ol> </li> <li>3. Initiate research on sponsored programs and key majors within these programs.</li> </ol>	<ol style="list-style-type: none"> <li>1. Schedule calls or in-person meetings with embassies and cultural offices               <ol style="list-style-type: none"> <li>a. Discuss program approval (if needed).</li> <li>b. Can they help schedule meetings with key stakeholders in-country?</li> </ol> </li> <li>2. Narrow down to 1 – 3 key sponsored markets to target, focusing on the most well-known programs at your institution.               <ol style="list-style-type: none"> <li>a. Do you have any existing relationships in these key markets?</li> </ol> </li> <li>3. Include sponsored student recruitment in your upcoming travel budget and planning.               <ol style="list-style-type: none"> <li>a. Schedule meetings with sponsored entities or utilize existing agent network to navigate sponsored landscape.</li> <li>b. Participate in fairs and events focused on sponsored students.</li> </ol> </li> </ol>	<ol style="list-style-type: none"> <li>1. Partner with your central admissions team to set up a streamlined process to include added flexibility and quick turnaround in application decisions.</li> <li>2. Travel into market to meet with various sponsors or stakeholders with key roles in recruiting sponsored students.</li> </ol>	<ol style="list-style-type: none"> <li>1. Process applications and follow-up continuously with students and/or agents.               <ol style="list-style-type: none"> <li>a. Ensure that proper financial guarantee letters have been provided.</li> <li>b. Ensure no bottlenecks exist within application processing.</li> </ol> </li> <li>2. Organize sponsored student orientation.</li> </ol>