

July 12, 2011

To: NAGAP Membership Committee

From: Kate McConnell, Chair, Saint Joseph's University  
Marianne Gumpper, Past-Chair, Fairfield University  
Leslie Brezina, Chair-Elect, Regis University  
Cheryl Hooper, Secretary/Treasurer, Rockhurst University  
Linda Horisk, Special Projects Coordinator, Fordham University

Re: Jesuit Graduate Admissions Professionals -- The Year in Review 2010-2011

### **Background**

Jesuit Graduate Admissions Professionals (JGAP) was formed in 2005 to promote our distinctive work by providing a forum for discussing and exchanging ideas pertaining to graduate and professional program recruitment, admission, and enrollment and to foster the mutual professional support of our members who support objectives of the Association of Jesuit Colleges and Universities (AJCU). In Spring of 2011, JGAP was formally approved as a chapter of National Association for Graduate Admissions Professionals (NAGAP). Since November 2006, JGAP has conducted biannual face-to-face membership meetings.

### **Highlights 2010-2011**

- Over the last year, membership has increased 30 percent, going from 65 individual members to 85 individual members. Also by April 2011, all 27 Jesuit Universities which offer graduate programs have become members of JGAP along with two Divinity Schools making a total of 29 institutional memberships. (**Current Membership Roster attached.**)
- Conducted the first executive team planning meeting Summer 2010 at Fordham University in New York City. Goals were set for the 2010-2011 academic year.
  - Goals for 2010-2011
    - Survey membership on the topic of professional development. [Survey completed.]
    - Re-instituted fall meeting, which had been suspended in 2009-2010 due to budget constraints among the membership. [Fall meeting has been set.]
    - Establish a Chapter affiliation with NAGAP. [Chapter affiliation has been established.]
    - Utilize and engage the membership through the JGAP listserv. [Engagement and utilization has increased.]
    - Update and enhance content on the JGAP webpage on the AJCU site. [Update has been completed.]
    - Utilize social networking as a method to engage membership and contribute to individual professional development. [LinkedIn Account has been created.]
    - Submit a presentation proposal to NAGAP for the spring annual conference. [Proposal and presentation completed.]
- Conducted survey of membership on topic of professional development (**Executive Summary on Professional Development attached.**)

- Re-institute the fall JGAP meeting. Meeting scheduled for Nov. 11-12, 2011 at Loyola University-Chicago.
- Established a JGAP chapter affiliation with NAGAP by submitting a proposal which was approved by NAGAP during the annual NAGAP conference in Washington, D.C.
- Effectively increased use of the JGAP listserv by having board members post engaging questions each month which has allowed the membership to feel comfortable in posting questions on their own on a weekly basis.
- Updated JGAP presence on the AJCU website conference section to keep JGAP and AJCU membership fully advised of future meetings.
- In 2011, a LinkedIn account was developed and is being hosted/monitored by the JGAP Special Projects Coordinator.
- Facilitated a panel discussion at NAGAP on topic of sources of professional development.
- Held annual JGAP spring meeting at Georgetown University prior to NAGAP annual conference. (**JGAP Spring Meeting Agenda attached.**)
- At the April 2011 membership meeting at Georgetown University, revised JGAP bylaws in conjunction with NAGAP chapter affiliation.

#### **Goals 2011-20012 (in progress)**

- Hold a Second Annual Executive Team planning meeting at Saint Joseph's University, July 25-26, 2011 in Philadelphia, PA to establish goals for 2011-2012.
  - Tentative goals:
    - Host a quarterly webinar on current professional development topics for membership.
    - Increase JGAP membership participation at fall and spring meetings by 10% over the previous year.

JGAP Membership Roster 4-1-11				
College/University	Goes By	Full Name	Phone	Email
Boston College	Rob	Robert Howe	617-552-3265	<a href="mailto:robert.howe@bc.edu">robert.howe@bc.edu</a>
Boston College	Kathleen	Kathleen Kehrer	617-552-3265	<a href="mailto:kathleen.kehrer@bc.edu">kathleen.kehrer@bc.edu</a>
Canisius College	Jim	James D. Bagwell	716-888-2544	<a href="mailto:bagwellj@canisius.edu">bagwellj@canisius.edu</a>
Canisius College	Nancy	Dr. Nancy Wellenzohn	716-888-2281	<a href="mailto:wellenzn@canisius.edu">wellenzn@canisius.edu</a>
Canisius College	Julie	Julie Zulewski	716-888-2548	<a href="mailto:zulewski@canisius.edu">zulewski@canisius.edu</a>
Canisius College	Stephanie	Stephanie Cattarin	716-888-2212	<a href="mailto:cattaris@canisius.edu">cattaris@canisius.edu</a>
Creighton University	LuAnn	LuAnn Schwery	402-280-2772	<a href="mailto:lschwery@creighton.edu">lschwery@creighton.edu</a>
Creighton University	Taunya	Taunya Plater	402-280-2870	<a href="mailto:tplater@creighton.edu">tplater@creighton.edu</a>
Fairfield University	Marianne	Marianne Gumpfer	203-254-4000 ext. 2908	<a href="mailto:mgumpfer@fairfield.edu">mgumpfer@fairfield.edu</a>
Fairfield University	Sharon	Sharon Clark	203-254-4000 ext.3385	<a href="mailto:sclark@fairfield.edu">sclark@fairfield.edu</a>
Fairfield University	Catherine	Catherine O'Donnell	203-254-4000, Ext. 3320	<a href="mailto:codonnell@fairfield.edu">codonnell@fairfield.edu</a>
Fairfield University	Mary Ann	Mary Ann Cass	203-254-4000 ext 2014	<a href="mailto:mcass@fairfield.edu">mcass@fairfield.edu</a>
Fairfield University	Sheila	Sheila McEnery	203-254-4000 ext.2500	<a href="mailto:smcenery@fairfield.edu">smcenery@fairfield.edu</a>
Fairfield University	Katie	Katie Magee	203-254-4000 ext. 2370	<a href="mailto:kmagee@fairfield.edu">kmagee@fairfield.edu</a>
Fordham University	Bill	William Madden, MSW, LCSW	718-817-4808	<a href="mailto:wmadden@fordham.edu">wmadden@fordham.edu</a>
Fordham University	Elaine	Elaine Gerald, LMSW	212-636-6601	<a href="mailto:gerald@fordham.edu">gerald@fordham.edu</a>
Fordham University	Melinda	Melinda Sisto	212-636-7114	<a href="mailto:sisto@fordham.edu">sisto@fordham.edu</a>
Fordham University	Linda	Linda Horisk	212-636-6401	<a href="mailto:horisk@fordham.edu">horisk@fordham.edu</a>
Fordham University	Charlene	Charlene P. Dundie	718-817-4420	<a href="mailto:dundie@fordham.edu">dundie@fordham.edu</a>
Fordham University	Anne	Anne Treantafeles	212-636-6602	<a href="mailto:atreantafele@fordham.edu">atreantafele@fordham.edu</a>
Georgetown University	Jennifer	Jennifer Hunt	202-687-6216	<a href="mailto:staleyj@georgetown.edu">staleyj@georgetown.edu</a>
Georgetown University	Julie	Julie Yamakawa Ito	202-687-5706	<a href="mailto:itoj@georgetown.edu">itoj@georgetown.edu</a>
Gonzaga University	Stacey	Stacey N. Chatman	509-313-4622	<a href="mailto:chatman@gonzaga.edu">chatman@gonzaga.edu</a>
Gonzaga University	Jolanta	Jolanta Weber	509-313-6595	<a href="mailto:weberi@gonzaga.edu">weberi@gonzaga.edu</a>
Gonzaga University	Connie	Connie Caddis	509-313-3684	<a href="mailto:caddis@gonzaga.edu">caddis@gonzaga.edu</a>
Gonzaga University	Janice	Janice Huston	509-313-3821	<a href="mailto:hustoni@gonzaga.edu">hustoni@gonzaga.edu</a>
John Carroll University	Vivienne	Vivienne Porter	216-397-4902	<a href="mailto:vporter@jcu.edu">vporter@jcu.edu</a>
John Carroll University	Mark	Mark Storz, Ph.D.	216-397-3070	<a href="mailto:mstorz@jcu.edu">mstorz@jcu.edu</a>
John Carroll University	Gayle	Gayle Gannon	216-397-1970	<a href="mailto:ggannon@jcu.edu">ggannon@jcu.edu</a>
John Carroll University	James	James Martin, Ph.D.	216-397-4473	<a href="mailto:jhmartin@jcu.edu">jhmartin@jcu.edu</a>
Le Moyne College	Kristen	Kristen Trapasso	315-445-4265	<a href="mailto:trapaskp@lemoyne.edu">trapaskp@lemoyne.edu</a>
Loyola University Maryland	Mechelle	Mechelle Palmer	410-617-7741	<a href="mailto:mjpalmer@loyola.edu">mjpalmer@loyola.edu</a>
Loyola University Maryland	Amanda	Amanda M. Thomas, Ph.D.	410-617-5590	<a href="mailto:athomas@loyola.edu">athomas@loyola.edu</a>
Loyola University Maryland	Maureen	Maureen Welby Faux	410-617-5817	<a href="mailto:mwfaux@loyola.edu">mwfaux@loyola.edu</a>
Loyola University Maryland	Deb	Deborah Turner, J.D.	410-617-2407	<a href="mailto:dturner@loyola.edu">dturner@loyola.edu</a>
Loyola University Maryland	Erik	Erik Lofstad	410-617-2559	<a href="mailto:elofstad@loyola.edu">elofstad@loyola.edu</a>
Loyola Marymount University	Chake	Chake Kouyoumjan	310-338-2700 ext 82721	<a href="mailto:ckouyoum@lmu.edu">ckouyoum@lmu.edu</a>
Loyola University Chicago	Ron	Ronald P. Martin	312-915-8951	<a href="mailto:rmarti7@luc.edu">rmarti7@luc.edu</a>
Loyola University Chicago	Ann	Ann Bezbatchenko	312- 915- 8902	<a href="mailto:abezbat@luc.edu">abezbat@luc.edu</a>
Loyola University New Orleans	Tee	Tharren Poplion	504-865-3240	<a href="mailto:poplion@loyno.edu">poplion@loyno.edu</a>
Marquette University	Carl	Carl P. Wainscott	414-288-5319	<a href="mailto:carl.wainscott@marquette.edu">carl.wainscott@marquette.edu</a>
Marquette University	Erin	Erin Fox	414-288-1902	<a href="mailto:erin.fox@marquette.edu">erin.fox@marquette.edu</a>
Marquette University	Craig	Craig Pierce	414-288-5740	<a href="mailto:Craig.Pierce@marquette.edu">Craig.Pierce@marquette.edu</a>
Regis University	Leslie	Leslie Brezina	303-964-5054	<a href="mailto:lbrezina@regis.edu">lbrezina@regis.edu</a>
Regis University	Pam	Pam Wiederkehr	303-964-5397	<a href="mailto:pwiederker@regis.edu">pwiederker@regis.edu</a>
Regis University	Kim	Kim Frisch	303-458-4909	<a href="mailto:kfrisch@regis.edu">kfrisch@regis.edu</a>
Regis University	Lona	Lona Thorson	303-964-5465	<a href="mailto:lthorson@regis.edu">lthorson@regis.edu</a>
Regis University	Jerry	Jerry Mosier	303-458-4118	<a href="mailto:jmosier@regis.edu">jmosier@regis.edu</a>
Regis University	Thomas	Thomas McCrory	303-964-5289	<a href="mailto:tmccrory@regis.edu">tmccrory@regis.edu</a>
Regis University	Kathy	Kathy Rank	303-458-8922	<a href="mailto:krank@regis.edu">krank@regis.edu</a>
Regis University	Kathy	Kathleen Nutting	303-458-4388	<a href="mailto:knutting@regis.edu">knutting@regis.edu</a>
Regis University	Kristal	Kristal Watson	303-964-5178	<a href="mailto:kwatson@regis.edu">kwatson@regis.edu</a>
Rockhurst University	Cheryl	Cheryl Hooper	816-501-4097	<a href="mailto:cheryl.hooper@rockhurst.edu">cheryl.hooper@rockhurst.edu</a>
Saint Joseph's University	Kate	Kate McConnell	610-660-3184	<a href="mailto:kate.mcconnell@sju.edu">kate.mcconnell@sju.edu</a>
Saint Joseph's University	Sabrina	Sabrina DeTurk	610-660-2188	<a href="mailto:sdeturk@sju.edu">sdeturk@sju.edu</a>
Saint Joseph's University	Jill	Jill Cleary	610-660-1242	<a href="mailto:jcleary@sju.edu">jcleary@sju.edu</a>
Saint Louis University	Bridget	Bridget DeClue	314-977-3926	<a href="mailto:bdeclue1@slu.edu">bdeclue1@slu.edu</a>
Saint Louis University	Kristi	Kristi Sobbe	314-977-2752	<a href="mailto:sobbekl@slu.edu">sobbekl@slu.edu</a>
Saint Louis University	Jason	Jason McSherry	314-977-2239	<a href="mailto:jmsherr@slu.edu">jmsherr@slu.edu</a>
Saint Peters College	Stephanie	Stephanie Autenrieth	201-761-6474	<a href="mailto:sautenrieth@spc.edu">sautenrieth@spc.edu</a>
Santa Clara University	Paul	Paul Somoff	408-554-7884	<a href="mailto:psomoff@scu.edu">psomoff@scu.edu</a>
Santa Clara University	Stacey	Stacey Tinker	408-554-4748	<a href="mailto:stinker@scu.edu">stinker@scu.edu</a>
Santa Clara University Jesuit School of Theology in Berkeley	Grace	Grace Hogan, O.P.	510-549-5013	<a href="mailto:ghogan@istb.edu">ghogan@istb.edu</a>
Santa Clara University Jesuit School of Theology in Berkeley	Maureen	Maureen Beckman	510-549-5016	<a href="mailto:mbeckman@istb.edu">mbeckman@istb.edu</a>
Seattle University	Janet	Janet Shandley	206.296.5904	<a href="mailto:janshan@seattleu.edu">janshan@seattleu.edu</a>
Seattle University	Troy	Troy Sterk	206-296-5998	<a href="mailto:sterkt@seattleu.edu">sterkt@seattleu.edu</a>
Spring Hill College	Donna	Donna Tarasavage	251-380-3067	<a href="mailto:dtarasavage@shc.edu">dtarasavage@shc.edu</a>
Spring Hill College	Brian	Brian Studebaker	251-380-3038	<a href="mailto:bstudebaker@shc.edu">bstudebaker@shc.edu</a>
Spring Hill College	Ramona	Ramona Hill	251-380-3092	<a href="mailto:rhill@shc.edu">rhill@shc.edu</a>
University of Detroit Mercy	Steven	Steven Coddington	313-993-1592	<a href="mailto:coddinms@udmercy.edu">coddinms@udmercy.edu</a>
University of Detroit Mercy	Denise	Denise Williams Mallett	313-993-1245	<a href="mailto:williamd@udmercy.edu">williamd@udmercy.edu</a>
University of Detroit Mercy	Lynn	Lynn Vitale	313-993-1147	<a href="mailto:vitalel@udmercy.edu">vitalel@udmercy.edu</a>
University of San Francisco	Sarah	Sarah Genter	415-422-2420	<a href="mailto:genter@usfca.edu">genter@usfca.edu</a>
University of San Francisco	Peggy	Peggy O'Leary	714-633-5626	<a href="mailto:oleary@usfca.edu">oleary@usfca.edu</a>
University of San Francisco	Stan	Stan Fasci	415-422-2578	<a href="mailto:fasci@usfca.edu">fasci@usfca.edu</a>
University of San Francisco	Margot	Margot Frey	415-422-2084	<a href="mailto:mafrey@usfca.edu">mafrey@usfca.edu</a>
University of San Francisco	Mark	Mark Landerghini	415-422-5135	<a href="mailto:landerghini@usfca.edu">landerghini@usfca.edu</a>
University of San Francisco	Megan	Megan McDrew	415-422-2806	<a href="mailto:msmcdrew@usfca.edu">msmcdrew@usfca.edu</a>
University of San Francisco	Mary Kate	Mary Kate Wood	415-422-2961	<a href="mailto:mkwood@usfca.edu">mkwood@usfca.edu</a>
University of San Francisco	Sarah	Sarah Ericksen	415-422-5603	<a href="mailto:seericksen@usfca.edu">seericksen@usfca.edu</a>
The University of Scranton	Caitlyn	Caitlyn Hollingshead	570-941-6202	<a href="mailto:Caitlyn.Hollingshead@scranton.edu">Caitlyn.Hollingshead@scranton.edu</a>
Wheeling Jesuit University	Becky	Rebecca Forney	304-243-2359	<a href="mailto:bforney@wju.edu">bforney@wju.edu</a>
Wheeling Jesuit University	Melissa	Melissa Rataiczak	304-243-2236	<a href="mailto:mrataiczak@wju.edu">mrataiczak@wju.edu</a>
Xavier University	Roger	Roger Bosse	513-745-3357	<a href="mailto:bosse@xavier.edu">bosse@xavier.edu</a>

# **Jesuit Graduate Admissions Professionals**

## ***Summary: Sources of Professional Development Survey Fall 2010***

### **Introduction**

The JGAP Executive Board met in August 2010 at Fordham University in New York City. During our discussion about professional development, we wondered how JGAP members pursued such opportunities, and if they did so through JGAP as well as local, state, and regional organizations. Two outgrowths of our discussion were:

- Create and conduct a survey of JGAP members.
- Submit a proposal on behalf of JGAP to present at the April 2011 NAGAP Conference on the topic of professional development for graduate admissions professionals.

### **Research Objectives**

- Identify members' current participation in local, regional and national graduate admissions organizations
- Develop a detailed understanding of the factors important to members for their professional development
- Assess professional development needs of JGAP members to help plan for the JGAP Spring 2011 annual meeting and future meetings

### **Methodology**

- The 2010-2011 Jesuit Graduate Admissions Professionals executive team invited members to participate in a brief survey about professional development. The survey consisted of 7 questions and should have taken about 5- 7 minutes to complete.

- The survey was administered through an online tool called Survey Monkey. [www.surveymonkey.com](http://www.surveymonkey.com)
- Models for survey questions included rating, ranking and open-ended.
- Survey was sent to Fall 2010 roster of 67 JGAP members who represented all 25 of the graduate Jesuit schools that belong to AJCU. 22 out of 25 Jesuit graduate schools responded to the survey. Of the 67 JGAP members, 37 started the survey (55.2%) and 33 completed it. (89.2%)
- Survey results were analyzed and discussed by the JGAP Executive Board.
- Compare JGAP survey results to the recent NAGAP professional development survey results.

## Findings

- 91.2 % of respondents were also members of NAGAP, while 35.3% were also members of other organizations such as: local, state and regional graduate admissions chapters and academic program-related groups.
- 80.6% of respondents have attended JGAP conferences/meetings; 87.1% attended NAGAP conference; and 32.3% attended events of other organizations.
- 67.9% of respondents are planning to attend the Spring 2011 JGAP conference with 46.4% planning to attend the Fall 2011 JGAP event. 75% are planning to attend the April 2011 NAGAP conference, and 39.3% will attend events of other organizations.
- Rating professional development experiences sponsored by:

Group	Excellent	Good	Satisfactory	Poor
JGAP	65%	20%	5%	0
NAGAP	19.2%	57.7%	11.5%	3.8%
Other	28.6%	57.1%	0	0

- Professional development topics that members found most beneficial in the PAST in rank order: Note that two topics ranked at number 4 and 5.

1. Marketing, 2. New admissions technology, 3. social media, 4. analysis of data, 4. organizing admissions teams, 5. recruiting international students, 5. Financial aid, 6. increasing minority enrollment, 7. counseling skills.

Other included: admissions procedures/processing, evaluating international credentials

- Current Professional development needs in rank order:

1. Marketing, 2. Social media, 3. analyzing data, 4. financial aid, 5. increasing minority enrollment, 6. New admissions technology, 7. organizing admissions teams, 8. counseling techniques

- Open-ended Question: *“The work of graduate admissions has been affected global issues such as the economic landscape, rapidly advancing technology, immediate access to information and demographic changes. How do you foresee these issues impacting graduate admissions programs? Your professional development needs?”*

#### Sampling of Responses:

1. There will be an increase in competition for international and domestic students.
2. There will be an increase in demand from tech-savvy and non-traditional students who will require non-classroom instructional formats, i.e. hybrid and online programs and courses, and diverse program scheduling to include weekends, abbreviated academic terms and convenient locations.
3. How will online learning and non-classroom instructional delivery systems be evaluated in terms of preparing students for certification and licensure programs?

4. There are concerns about the future of education-related degree programs due to effects of the economy, cutbacks by school districts and preK – college enrollment trends.
5. Academic programs will need to be changed to fit a 21<sup>st</sup> century landscape of careers and jobs, including entrepreneurship and incorporating interdisciplinary programs aimed at helping students learn how to solve complex problems.
6. Admissions technology will play an even greater role in our work in the future. Specific examples include: the benefit of an advanced CRM as a crucial tool for recruitment and prospect management, data analysis to ascertain ROI.
7. With increases in international and minority applicants and students, how will admissions offices and academic programs need to change to meet their needs?

## **Conclusions**

- Respondents ranked their professional development experiences with JGAP highly.
- Most JGAP respondents also belong to NAGAP.
- More respondents will attend the Spring 2011 NAGAP conference than the JGAP meeting which is scheduled the day and a half just prior to the NAGAP event.
- There has been a shift from most beneficial (top 4) professional development experiences in the past: 1. Marketing, 2. New admissions technology, 3. social media, 4. analysis of data) to most important (top 4) to admissions professionals now: 1. Marketing, 2. Social media, 3. analyzing data, 4. financial aid.

- College/University infrastructure, personnel and programs must support the “new graduate” student. We are already seeing and will see an increase in the number of international, minority, career changers, displaced workers, and women returning to the workforce. In addition recent Bachelor’s degree graduates are pursuing graduate school due to difficulty securing jobs or a desire to change career paths from their original undergraduate majors.
- Keeping up with ever-changing technology and using social media effectively can be challenging. Admissions professionals must learn about, implement and use technology to their utmost advantage as tools for recruitment, enrollment management, and data analysis to achieve the best ROI.
- Admissions professionals must develop an understanding of international and minority graduate prospective students in terms of language, culture, and social and academic needs. Increased knowledge and skills will affect how admissions professionals recruit, enroll and retain these groups.
- The need for financial assistance has increased among graduate students. Universities need to revisit how aid is distributed; admissions professionals can assist by proposing possible options. How colleges/universities respond to the financial aid challenge will affect enrollment and retention.
- The recession and global competition are compelling graduate schools to adjust and change their business practices, academic programs, and instructional delivery systems.

### **Implications for Future Professional Development Planning**

- Admissions professionals will continue to need more information and training about the use of technology, including social media, for marketing, prospect management, applicant and admitted student communication plans, new student orientation, community-building and retention.

- Collecting data about recruitment and enrollment is just a first step. Knowing how to analyze the data, present it and create next steps are important tools that admissions professionals need to learn more about, practice, and share best practices.
- Admissions professionals will need to learn more about our changing populations (international, domestic minority, career changers, etc.) and how best to meet their needs as prospect students, applicants and new admits.
- The JGAP Executive Board is pleased to report that our proposal to present at the upcoming NAGAP April 2011 conference was accepted. The proposal, *“How to Leverage Your Professional Development Through Local, State and Regional Chapters,”* will be a panel discussion. Panelists include fellow NAGAP members who are leaders of state and regional NAGAP chapters. The data, conclusions, and implications gleaned for the JGAP ***Sources of Professional Development Survey*** will serve as a foundation for the JGAP panel discussion at the NAGAP conference as well as for planning future JGAP meetings/conferences.
- The JGAP survey results will also provide a foundation for discussion at the national level if JGAP, with endorsement of its membership and approval of the NAGAP board, become a recognized chapter of NAGAP.

Summary prepared by:  
Linda Horisk  
JGAP Special Projects Chair  
February 7, 2011

**JGAP-Jesuit Graduate Admissions Professionals**

**Spring 2011 Membership Meeting  
Georgetown University  
Graduate School of Arts & Sciences  
3520 Prospect St., NW, Suite 400  
Washington, DC 20057  
April 5 and 6, 2011**

**Meeting Location:** We will be meeting both days at the Graduate School of Arts & Sciences. Located in the Car Barn, 3520 Prospect Street, NW, Suite 400, Main Conference Room, Washington, DC 20007. A campus map is located at <http://maps.georgetown.edu/>. The main University number is 202-687-5804.

From your hotel it is highly recommended that you just take a cab. Street parking is limited, parking lots are expensive, and there is no Metro stop in Georgetown. Should you choose to drive, driving directions to campus can be found at <http://www.georgetown.edu/directions-to-georgetown/index.html>

**Tuesday, April 5, 2011**

**3:30 pm Welcome and Kickoff**

Kate McConnell	Julie Ito
Director of Admissions and Retention of Arts and Sciences	Associate Director, Graduate School
College of Arts and Sciences	Graduate Admissions
Saint Joseph's University	Georgetown University
JGAP President	

**Walking Tour of Georgetown's Campus-Julie Ito**

**5:30 pm Adjourn to restaurant in Georgetown for No-Host Dinner (you pay for yourself)**

Paparazzi, an Italian restaurant in Georgetown, 1066 Wisconsin Ave., NW, Washington, DC 20057; ph: 202-298-8000.

Dinner will be \$49 per person, including tax and service. It's requested that everyone just bring

cash since they cannot accommodate multiple credit card payments for one bill. For receipt purposes, copies of the dinner contract will be provided to all those who attend.

Dinner will be a set menu with the following:

Choice of 2 salads

Choice of 3 entrees - a chicken, a fish and a pasta

Choice of 2 desserts

1 glass of wine per person (or soda)

Coffee or tea

### **Wednesday, April 6, 2011**

#### **8:30 am Arrival**

Continental Breakfast

#### **8:45 am Welcome and Introductions**

#### **9:00 –9:30 am JGAP Business Meeting**

*Recognition of JGAP by NAGAP*

*By-laws discussion*

*Results of Professional Development Survey*

*Meeting fee structure*

*Fall Meeting-Loyola University of Chicago- November 10 & 11, 2011*

*Spring meeting in conjunction with NAGAP Annual Meeting*

*Austin Hilton Hotel, Austin, TX – April 24 & 25, 2012*

*NAGAP Meeting - April 25-28, 2012*

#### **9: 30-10:30 am**

**Presentation:** Going paperless...scanning, indexing and reading online, including faculty!

**Presenters:** Tara Campbell, Director of Admissions, M.S. in Foreign Service Program,  
Georgetown University  
Julie Ito, Associate Director, Graduate School of Arts and Sciences,  
Georgetown University

**10:30-10:45 am Break**

**10:45 -11:45 am**

**Presentation: "Enrollment Management and Strategic Planning for Graduate Student Success"**

**Presenters:** Marcy Clark and Tracey Liptack, Eduventures - Enrollment Management Learning Collaborative

**11:45-12:30 pm**

**Crackerbarrel Discussion**

*Open ended discussion-participants should bring their questions, issues and ideas!*

**12:30-1:15 pm Lunch**

**1:15-2:15 pm**

**Panel Discussion:** Social Media:

**Panelist:** Sheila McEnery, Associate Director, Office of Graduate and Continuing Studies Admission,

Fairfield University

Ann Bezbatchenko, Director, Graduate & Professional Enrollment Management, Loyola University Chicago

**2:30-3:15 pm**

**Small group discussions: Relevant Topics**

- **Data Analysis/ Metrics, Financial Aid , SRM/CRM, Diversity Recruitment, Retention**

**3:15-3:30 pm**

**Future goals, and wrap up**

**3:30 Adjournment-Leave for opening session of NAGAP**