Seminar Title: Recruiting with Limitations: Creative Methods to Out-Recruit Your Budget

Speaker(s): Kyle Shondell & Cliff Hastings

Learning Objectives:

- Identify inexpensive methods to compete with schools with larger recruiting budgets
- Understand how organized your recruiting can be without spending money on pricy software
- Keeping track of recruit contacts without concern or that same pricy software
- How to stay on top of all potential recruits at a large event on a dime

Key Points:

- The majority of money spent on recruiting is spent on convenience not substance
- Be willing to do a little more and you can spend a lot less
- Organization and communication are still the keys to successful recruiting
- You don’t always need a large budget to impress recruits

Conclusion:

Hopefully, the methods and ideas discussed in this session will help you institute some effective practices in your recruiting methods, without using the money you need to keep the lights on.