SELECTIVE COLLEGE ADMISSION



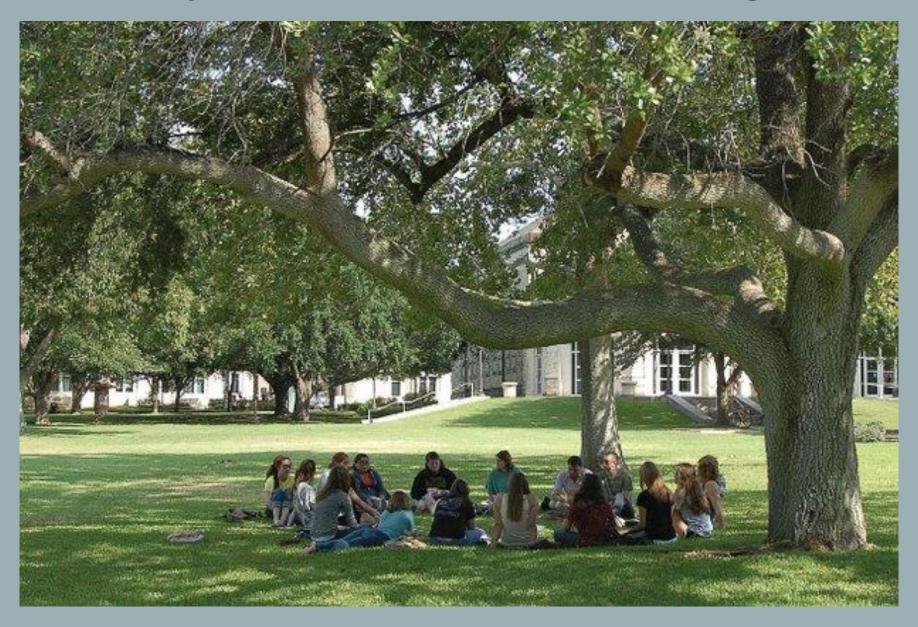
Thomas P. Fanning
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College Recruitment Landscape



- Lingo and mystery (EA, EA Single Choice, ED, Rolling, AP, IB, SAT, ACT, FAFSA, CSS Profile, EFC, etc.) Scary! How to proceed?
- Must only choose the "top ranked" school because the college and major will make all the difference for your future.
- Worried about admissions? "Don't want to join a club that will have me as a member"
- Tuition is WHAT!!!!!!
- All colleges look the same in the pamphlets.

Why Build Classroom Buildings?



This Never Happens?

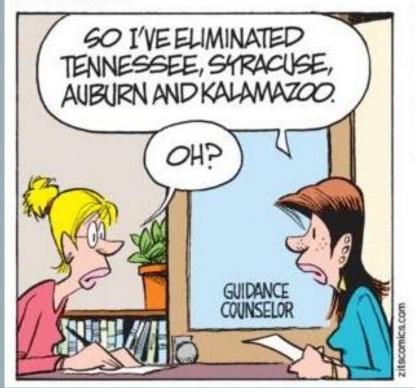


How to Pick?

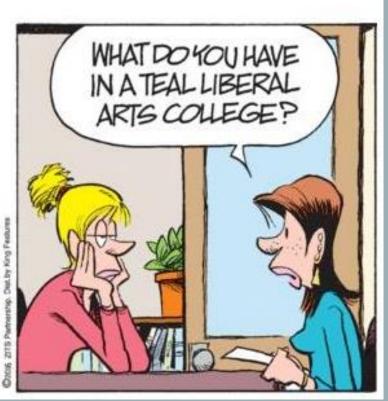


What is Most Important?

November 29, 2016







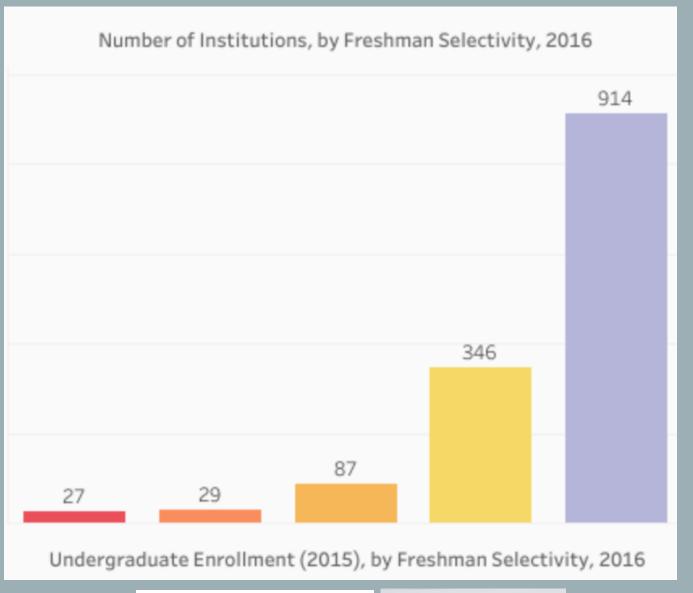
College Selectivity and Prestige

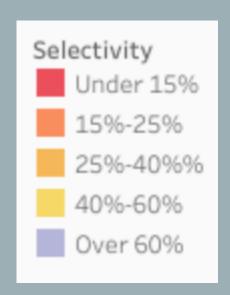
According to US News & World Report, Fall 2017 Acceptance Rates:

1.	Harvard (MA)	5%
2.	Stanford (CA)	5%
3.	Columbia (NY)	6%
4.	Julliard (NY)	6%
5.	Princeton (NJ)	6%
6.	MIT (MA)	7%
7.	Yale (CT)	7%
8.	Cal Tech (CA)	8%
9.	Pomona (CA)	8%
10.	US Naval Academy	8%



College Selectivity





College Selectivity

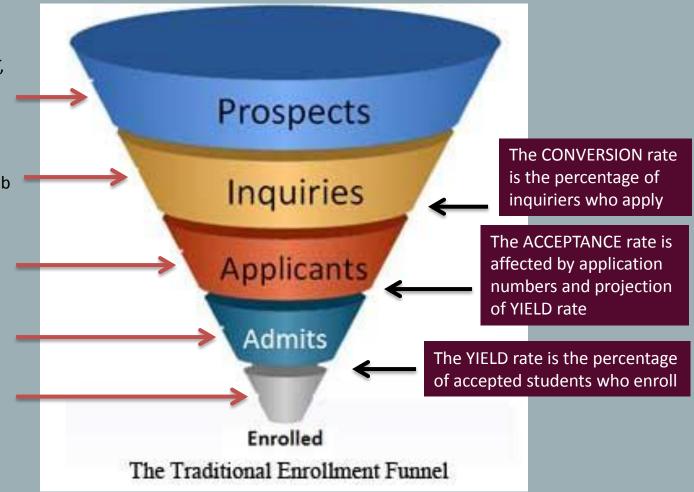
SEARCH names from PSAT, SAT, ACT or other marketing organizations

Students who responded to SEARCH, visited, completed web form, sent test scores, etc.

Applied and completed application for admission

Offered admission

Decided to enroll



Admission Decisions

Four Main Questions

Selective schools have more applicants than they have room



ABILITY

Can the student succeed?

MOTIVATION

Will the student do the work?

CONTRIBUTION

What will the student contribute to the community?

MATCH

Is there a match?



Goal is to recruit for all departments and programs, and to enroll future alumni

What Does an Admission Officer Know?

- Curriculum
- Grades
- SAT / ACT
- Trends
- Recommendations
- Extracurricular / job
- Essay
- Interview (often optional)
- Application presentation (fully explain)
- Institutional Goals

Demographic profile: major, geography, legacy, socioeconomics, gender, special talents, athletics, first-generation, race, personal characteristics







Admission Decisions

Merit is necessary ... but ... not sufficient

"I also expressed my view that the hidden currency of selective admissions is *uniqueness* (that may not be the right word), in that the more there is of any quality or talent the less valuable it is, and *vice versa*.

I sit down with every student who aspires to attend an Ivy or similarly selective college or university and explain that earning admission requires both a superb record and luck. That is especially the case for students without a hook (recruited athlete, diversity, legacy). The odds for unhooked applicants are much lower, probably less than 1%.

At a counselors' breakfast I attended last fall sponsored by five highly-selective colleges, the consensus among the admissions officers present was that 90% or more of applicants were qualified, even superbly qualified, but very few were "interesting."

Future Projection

What colleges look for, according to the dean of harvard

 ACCOMPLISHMENTS
 ADMISSIONS
 COLLEGE
 DEAN OF HARVARD
 FUTURE
 HARVARD
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 WHAT DO COLLEGES LOOK FOR
 by Annie Schugart
 on

 October 13, 2014
 | ocomments
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But when I recently sat down for breakfast with Dean **Rakesh Khurana**, the Dean of Harvard College, he provided a different perspective.

College applications aren't about all you've done; they're about all you can do in the future, he said.

And he makes an excellent point. Colleges don't want someone who has already achieved the best version of themselves. They don't want someone who has accomplished everything and is content with settling for their current accomplishments. They want someone who is going to continue to build upon these achievements during the next four years of college. They want someone with an unquenchable desire for *more*.

All we know is what you tell us...

TABLE 7. PERCENTAGE OF COLLEGES ATTRIBUTING DIFFERENT LEVELS OF IMPORTANCE TO FACTORS IN ADMISSION DECISIONS: FIRST-TIME FRESHMEN, FALL 2017

/

Factor	1	4	Considerable Importance	Moderate Importance	Limited Importance	No Importance
Grades in All Courses		73	80.9	10.4	5.8	2.9
Grades in College Prep Courses		71	70.8	17.5	8.8	2.9
Admission Test Scores (SAT, ACT)		72	52.3	30.8	14.5	2.3
Strength of Curriculum		70	51.2	29.4	12.9	6.5
Essay or Writing Sample		68	16.7	36.9	20.8	25.6
Counselor Recommendation		67	10.8	46.1	28.7	14.4
Student's Demonstrated Interest	10	68	15.5	21.4	34.5	28.6
Teacher Recommendation		68	7.1	46.4	29.2	17.3
Class Rank		72	9.3	27.9	36.0	26.7
Extracurricular Activities		69	3.6	34.9	40.8	20.7
Subject Test Scores (AP, IB)		66	4.2	28.9	28.3	38.6
Portfolio		67	5.4	7.2	27.5	59.9
Interview		68	3.6	14.3	29.2	53.0
Work		69	1.8	17.8	41.4	39.1
SAT II Scores		66	6.6	3.0	19.9	70.5
State Graduation Exam Scores		58	1.8	8.3	17.9	72.0

SOURCE: NACAC Admission Trends Survey, 2017–18.

Realize Implications of Admission Process

Early Admission Programs

Which College Admission Program Is A Fit For You?

Non-Restrictive Application Plans

Regular Decision

Submit an specified deadline and receive a decision by a designated date

Non-Binding!

Rolling Admission

Submit when ready application as they admission decisions admissions cycle

Non-Binding!

Early Action(EA)

Apply early and receive a decision well in advance of the school's regular response date

Non-Binding!

Restrictive Application Plans

Restrictive Early

Non-Binding!

Early Decision

Make a commitment to a first-choice school where, if admitted, you will definitely enroll. The application decision deadline occur early.

Binding!

until May 1 to consider your options and confirm enrollment.

Selective Admission

What are we looking for?

- strong record of academic performance
- enthusiasm for learning
- willingness to contribute to school and community
- academic promise in part by standardized testing
- distinctive achievements or talents
- knowledge of self & appreciation for individual differences
- demonstrated interest
- institutional needs/goals

Vital to continue taking the most challenging courses and achieving good grades. Decisions can be reversed

You Have Some Control

Essays:

- Don't retell information already included in your application
- Choose a given topic to tell the reader something other than what they already know from the application
- Appropriate topic/subject/language: consider if you really want the committee to know what you're telling and HOW you're telling it
- PROOF READ

Recommendation Letters:

- Choose recommenders carefully, ask those who know you well
- Diverse, can speak about you in several different ways
- Maybe ask someone with whom you have struggled, can talk about your ability to overcome

How is an application reviewed

First Read:

- Typically counselor assigned to high school
- Make admission/scholarship recommendations

Second/Final Read:

- Another admission counselor adds another dimension
- Approaches review from a non-familiar look at app

Committee:

- Some files borderline cases
- All files some schools may review every app in a discussion environment

Offers of Admission:

Make admission offers based on institutional needs and priorities

Tips

Deadlines matter

Be organized and read information

Work in partnership with school counselor

Understand that this is a process

Questions

Please feel free to contact me if you have additional questions:

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