

SUNDAY, DECEMBER 7, 2008

8:00-3:30PM	CACRAO Enrollment Management Institute	Redbud Suite
12:00-6:00PM	Conference Registration Open	Board Room
2:00-4:00PM	Old Committee Meetings	Dogwood Suite
3:00-4:00PM	Educational Consultants Meeting	Magnolia Suite
3:30-4:30PM	First-Timers Session	Crepe Myrtle
5:00-6:00PM	Opening Session	Regency A
6:00PM	Dinner On Your Own	
7:30PM-Until	President's Reception For all conference registrants	Regency D,E,F



**Please be respectful of others.
Turn off your cell phone ringers and
pagers during the conference.**

MONDAY, DECEMBER 8, 2008

8:00-5:00PM	Conference Registration Open	Board Room
8:00-4:00PM	Vendor Exhibit Room Open	Continental
8:30-9:30AM	SESSION I	

I.1 Take 2! What movies and music can teach us about working with students Magnolia Suite
Presenter: Dr. Alicia Cauldill, Gainesville State College

Through the use of movies, this session will take an in-depth look at why students behave the way they do. First, we will gain an understanding of how students develop as they enter and progress through college. Then we will discuss ways of responding to and interacting with prospective and enrolled students which encourage them to grow and learn. This session will provide a foundational understanding of college student development theory. We will begin with an introduction to student development and the general concepts that create a foundation for student success. Then, we will explore specific theories including:

- Chickering and Reisser's Model of Psychosocial Development (7 vectors of development)
- Schlossberg's Transition Theory
- Astin's theory of Involvement

Each theory will be illustrated through movie clips. We will also discuss applying this information in our daily work. Participants should expect an interactive and energetic workshop! Movie treats will be provided!

I.2 The Front Door Crepe Myrtle
Presenters: Stacy Fair, North Carolina State University
Courtney Simpson, North Carolina State University

The E. Carroll Joyner Visitor Center at NC State is approaching its two-year anniversary and is now beginning to establish its unique role as the front door to the University specifically for prospective students in the recruitment process. The Visitor Center works in conjunction with the Admissions Office, individual college recruiters, and various offices inside and outside the Division of Enrollment Management and Services. This session will showcase campus partnerships critical to successful recruiting practices.

I.3 How many admissions officers does it take to kill a registrar? Gardenia Suite
Presenter: Joffery Blair, University of South Carolina-Beaufort

This popular session looks at the interplay between the registrars and admissions professionals. We may even find the answer to the age old question: How many admissions officers does it take to kill a registrar?

I. 4 Putting People First Redbud Suite
Presenter: Bart Floyd and Kathy Hollingsworth, Western Alliance Center for Independent Living

Often, when we discuss diversity, we limit the discussion to ethnicity, gender, age, and religion. However, a large portion of our students are people with disabilities. In this session, we will discuss putting "people" first and how your campus can improve accessibility for people with disabilities. NOTE- This session was part of the 2008 PAE Diversity Conference and it was requested by several attendees that it be included in the 2008 Annual Conference.

I.5 How America Pays for College Dogwood Suite
(Vendor Session)
Presenter: David Haygood, Sallie Mae Corporation

Even with constant coverage in the news about the rising cost of college, year-after-year, more and more families achieve their dream of sending their children to the school of their choice. How? This session will focus on how families meet the expense of college; with facts important to financial aid, admissions and other offices across your campus. Come hear the results of Sallie Mae's annual survey, "How America Pays for College," conducted by The Gallup Organization. You will learn how much parents contribute, how much students borrow, and whether the cost of attendance has an impact on school selection. You are invited to participate in a dialogue on how to meet the needs of families who face both the opportunity and challenge of investing in a higher education. We will also be previewing Sallie Mae's newest online tool with guidance on paying for college based on your family's individual budgets and financial goals.

9:30-10:00AM Morning Break and Refreshments/Door Prizes Continental

Please remember to drop your door prize ticket in the door prize box in order to be entered in the drawing for door prizes.

10:00-11:00AM SESSION II

II.1 Partnership for Access to College (PAC)- Magnolia Suite
A commitment to student success
Presenters: Dr. Cindy Deluca, North Carolina State University
Taylor Holland, North Carolina State University

In an effort to address issues of accessibility and affordability, teams from NC State and Wake Technical Community College developed the PAC partnership. The PAC program is an inter-institutional arrangement that provides a seamless pathway for those students who have built a strong foundation at the community college and are ready to transition into a four-year degree program. This presentation will detail how this particular relationship was created, the steps both college systems had to take to make the partnership work and an update of current student issues.

II.2 The Other Minority: Some Ideas in Getting Crepe Myrtle
Minority Students to Attend HBCU's
Presenter: Jairo McMican, North Carolina Central University

We will discuss some ideas and strategies on how to better recruit caucasian students and other minority students to HBCU's. What makes a caucasian student want to attend an HBCU? What makes them want to stay? We will ponder the reasons on how to make HBCU's more attractive to their minority students.

II.3 Scheduling Best Practices Gardenia Suite
Presenters: Angela Anderson, East Carolina University
Jim Salerno, Duke University

This panel discussion will focus on scheduling best practices. It will be an interactive session.

II.4 Code of Ethics and Principles of Good Practice – Are you in compliance? Redbud Suite
Presenter: Clay Alexander, Greensboro College

This session will serve to generate discussion based on a review of the Code of Ethics for Educational Opportunity Programs. Discussion will center around the concept of self-monitoring, common infractions, the military's presence, and other issues being discussed by the Ethics Committee.

II.5 The Clearinghouse is Growing! Dogwood Suite
(Vendor Session)
Presenter: National Student Clearinghouse

Overview of all NSC services with emphasis on new services.

11:00-11:10AM Break

11:15-12:15PM SESSION III

III.1 Effective Recruiting for Technical Colleges Magnolia Suite
Presenter: Moryah Jackson, Midlands Technical College

Learn how to create a recruitment plan that effectively builds enrollment through the use of 1)Open Houses 2) area college fairs 3) an On-Site Admissions Program- where Admissions Counselors assess students at area high schools to build dual enrollment and impact fall enrollment 4) the Area Schools Assistance Program (ASAP)- the use of guidance counselors tele-counseling students without post-secondary plans. This session will outline how community colleges can move from being activity oriented to results oriented through the use of S.M.A.R.T. recruitment planning.

III.2 Collaborative Partnership Development: SC GEAR Up and College Admissions Crepe Myrtle
Presenters: Derrah Cassidy, CHE
Tomeika Banks, University of South Carolina-Columbia
Sjanna Coriarty, SC GEAR Up
Arlene Criswell, SC GEAR Up

This session will provide information in an active lecture format with the partnership stakeholders present to discuss the successful elements of the partnership between SC GEARUP, USC Undergraduate Admission and the College Access Challenge Grant.

III.3 Outsourcing Transcripts Gardenia Suite
Presenter: Deb Hurley, Univeristy of North Carolina-Greensboro

This is a discussion session for the exchange of ideas regarding the process of outsourcing transcripts.

III.4 May I Help You? Redbud Suite
Presenter: Bill Sandy, Midlands Technical College

How using technology based solutions can reduce dependencies on staff resources for handling day to day questions and inquires from the public and the ability to provide constant and accurate information 24/7.

**III.5 A Preview of the Pearson Test of English, a new English Proficiency Assessment
(Vendor Session)**

Dogwood Suite

Presenters: Guy Harrington, Pearson

The Pearson Test of English (PTE) provides measures of candidates' real life language ability to education institutions and professional and government organizations requiring academic-level English. This presentation will introduce you to the PTE and provide you with information about the benefits it offers both institutions and candidates.

12:15-2:00PM

CACRAO Recognition Luncheon

Regency A-C2

Don't forget to bring your school supply item, which is required for admission to the luncheon!

2:15-3:15PM

SESSION IV

IV.1 How to Think Like Einstein: Developing Vision and Creative Thinking in the Real World

Magnolia Suite

Presenters: Bob Askins, University of South Carolina-Columbia

Position descriptions seek leaders with "vision" and strategic thinking. We hear about anticipatory management; we are advised to "think outside the box." We all would like to see the future when developing organizational plans. How does one develop vision, learn to think outside the box, or see around a corner? This session will explore techniques used by visionaries and creative thinkers to develop organizational plans, solve problems, unlock creative potential and, yes, think like Einstein.

IV.2 Improving Partnerships with High School Counselors

Crepe Myrtle

*Presenters: Kevin Sellers, High Point University
Kelley Peacock, University of North Carolina-Charlotte*

Guidance Counselors or School Counselors? Join two former high school counselors turned college representatives as they share perspectives from both professions. This session will focus on ways for college representatives to strengthen relationships with high school counselors by avoiding common mistakes and assumptions. Attendees will also be provided with honest feedback from current North Carolina high school counselors on the perception of the high school counselor/college representative relationship.

IV.3 Commencement Best Practices Panel

Gardenia Suite

Presenters: Pam Farmer, North Greenville University

This is a panel discussion regarding commencement best practices. Come find out what your colleagues are doing at their commencements, and be prepared to share your own unique solutions.

IV.4 Planning a Stellar Event

Redbud Suite

Presenter: Michele Ballenger, Lander University

Planning a stellar event...From beginning to end, I will provide some useful tips on planning a great recruitment event!

**IV.5 Processing and Maintaining Student Records in an Electronic Environment:
Student Records, Requests, and Archival Documents** **Dogwood Suite**
(Vendor Session)

*Presenters: Laura Pap Babbín, AIG
Lynn Reynolds, AIG*

Monmouth University's presentation was one of the top scored presentations at the National AACRAO conference in Orlando. If you missed it, now is your chance! This presentation is filled with "Best Practice" fundamentals. How to plan for an electronic student records environment - How to manage it - How to obtain inter-departmental adoption, View student usage of e-form communications between departments, etc. AIG Technology is proud to have Monmouth University present during the vendor track of the 2008 CACRAO conference. Speakers: Laura Papa Babbín; Director of Registration and Records Lynn Reynolds; Associate Registrar

3:15-3:45 Afternoon Break and Refreshments/Door Prizes Continental

Please remember to drop your door prize ticket in the door prize box in order to be entered in the drawing for door prizes.

3:45-4:45 SESSION V- Roundtable Discussions

V.1 South Carolina Registrars Roundtable **Magnolia Suite**
Moderator: Julia Bellon, University of South Carolina-Columbia

V.2 South Carolina Admissions Roundtable **Crepe Myrtle**
Moderator: Kristin Allen, University of South Carolina-Aiken

V.3 North Carolina Admissions Roundtable **Gardenia Suite**
Moderator: Roger Jones, Belmont-Abbey College

V.4 North Carolina Registrar Roundtable **Dogwood Suite**
Deb Hurley, University of North Carolina-Greensboro

5:00PM Dinner and Entertainment On Your Own

8:00-11:00PM Conference Hospitality

TUESDAY, DECEMBER 9, 2008

8:00-12:00PM **Conference Registration Open** **Board Room**

8:00-4:00PM **Vendor Exhibit Room Open** **Continental**

8:30-9:30AM **SESSION VI**

VI.1 **Time Management "The Power of No"** **Magnolia Suite**

Presenter: Lisa Shiveler, Gordon College

With growing demands and limited resources, it is difficult to make a "to do" list; much less complete it each day. Attend this session for some tried and true methods to better manage your work schedule/ duties and assist your co-workers in doing the same.

VI.2 **"It's on Our Web-site!"** **Crepe Myrtle**

*Presenter: Bonnie Jones, Wake Technical Community College
Wanda Green, Wake Technical Community College*

We will discuss how our college websites have diminished the quality of customer service our students expect. Do we effectively communicate via our websites? We need to find the balance between using personal customer service and technology.

VI.3 **Registrars, Putting the "Success" in the Student Success Center** **Gardenia Suite**

Presenter: Jennifer M. Burr, University of South Carolina-Columbia

This session will examine the important role registrars play in the development and implementation of student success center initiatives that assist students in achieving academic success. Ideas and institutional models will be highlighted.

VI.4 **How to Plan and Organize a Successful Admissions Event** **Redbud Suite**

*Presenters: Ernie Rushing, Methodist University
Elizabeth Hunter, North Carolina State University*

This session will explore different kinds of admissions events that are held. From hosting a large open house to a smaller, more intimate recruitment event, this session will provide a more in-depth look at how to plan for a specific audience, including tips for time management and organization. Attendees will be encouraged to share their ideas and experiences with their colleagues.

VI.5 **Delivering Instant, Accurate Information to Web Visitors
(Vendor Session)** **Dogwood Suite**

Presenter: IntelliResponse

Current website alternatives like search, FAQ and auto-chat are not effectively deflecting high-cost phone calls and emails from inquiring prospective and enrolled students, because they do not really deliver the online experience a student wants. In addition, support staff are struggling to quickly and easily access the right information needed to respond to inquiries. Over 100 higher education institutions across North America like Coastal Carolina University, College of Charleston, Broward Community College, Penn State University, Temple University, Cincinnati State Technical College, and recently Cape Fear Community College are all turning to IntelliResponse to transform the inquiring student's experience by delivering one clear and precise answer to a question asked via the school website. Come to the session and learn how delivering instant, accurate information to web visitors can: drive down high call and email volumes across campus, improve productivity of support staff and significantly enhance your communications with students.

9:30-10:00AM

Morning Break and Refreshments/Door Prizes

Continental

Please remember to drop your door prize ticket in the door prize box in order to be entered in the drawing for door prizes.

10:00-11:00AM

SESSION VII

VII.1 From Roadrunner to Manager

Magnolia Suite

Presenter: Roger Jones, Belmont-Abbey College

Steps to take to move up the "ladder" in the admissions and recruitment area of enrollment management. Hear from a seasoned professional who has made the successful transition including the do's and don'ts of success in this endeavor.

VII.2 Public vs. Private – A Look at Differences and Similarities

Crepe Myrtle

Presenter: Jim Schlimmer, Francis Marion University

Do you work in a public institution and wonder what the folks on the other side deal with on a daily basis, or vice versa? Jim Schlimmer, who has spent years in private colleges takes an in depth look at his first year at Francis Marion University.

VII.3 Creating External Partnerships with K-12, Four Year Colleges, Private Sector and the Community

Gardenia Suite

*Presenters: John Saparilas, Wake Technical Community College
Carol Cutler-White, Wake Technical Community College*

This workshop will outline how Wake Tech approaches external partnerships and articulation agreements to accomplish a holistic, comprehensive program that benefits students. In addition, the workshop will outline how Wake Tech has expanded existing external partners in K-12, human service organizations, and four year college and universities, as well as establishing new partnerships. This presentation will detail the steps that were taken to design the proper infrastructure and get critical service areas of the college community involved. In addition, the workshop will discuss how Wake Tech has marketed partnerships to students, prospective students and the general public so they will have access and choices to further their education

VII.4 CFNC Update

Redbud Suite

Presenter: David English, College Foundation, Inc.

Listen and Learn about what is taking place with the College Foundation of North Carolina.

**VII.5 Hitting the Bullseye with Your Recruitment Efforts
(Vendor Session)**

Dogwood Suite

Presenter: Gabriel Castro, Connecting Campuses

The Power of Recruitment in Multimedia High School Assemblies

How would you like to have the undivided attention of thousands of high school students you can deliver your college or university's recruitment?

This presentation highlights a lively and interactive discussion on maximizing recruitment efforts through outreach to high schools via a multimedia entertainment platform endorsed and welcomed by high schools throughout the country.

2:15-3:15PM

SESSION IX

IX.1 Future of CACRAO

Magnolia Suite

*Presenters: Vern Granger, North Carolina State University
Marshall Connor, Trident Technical College
Deb Hurley, University of North Carolina-Greensboro
Maggie Gause, Francis Marion University*

This is your chance to find out what immediate plans are in the works for our organization, and find out how you can shape those plans.

IX.2 Piecing it All Together- College Application Week

Crepe Myrtle

Presenter: Melissa Caperton, Interim Director of GEAR UP North Carolina, UNC-General Administration

Hear how North Carolina has "Pieced it all Together" through the successful College Application Week effort. This statewide initiative address the important issue of increasing access to postsecondary education for all students. Come join us as we "Piece it all Together" for you with the details, training manuals, and step-by-step plans for the event

IX.3 Excel Tips and Tricks

Gardenia Suite

Presenter: Elaine Belesky, University of South Carolina-Columbia

Microsoft Excel is a wonderful tool for accomplishing all sorts of tasks. Learn how to: organize your data and make it more visually appealing, use formulas, use keyboard shortcuts, pivot tables, and more!

IX.4 Converting Applicants to Students: Keep in touch using Communications Management

Redbud Suite

Presenter: Joanne T. Ceres, Pitt Community College

Are you inundating new applicants with information when the application is processed, but then not sending them anything until it's time to register, perhaps several months later? Research has shown that it takes an average of seven separate communications in order to convert an application to a student. Learn how Pitt Community College stays connected with applicants through a series of personalized, strategically timed admissions correspondence tracks using Datatel's Communications Management module.

IX.5 Using ACT to Assist Students' Postsecondary Success

Dogwood Suite

Presenter: Carl Forbes, ACT

This session will include a review ACT's programs and services that support the recruitment, admissions, advising, placement and retention practices of postsecondary institutions. ACT data will focus on ACT's College Readiness Benchmarks and use of this information can assist student success. We will also discuss high school outreach using ACT's COMPASS. Time will be allocated for a Q And A and discussion of specific issues from the audience.

3:15-3:45PM

Afternoon Break and Refreshments/Door Prizes

Continental

Please remember to drop your door prize ticket in the door prize box in order to be entered in the drawing for door prizes.

3:45-4:45PM

SESSION X- "Birds of a Feather" User Discussions

Discussion groups for users of specific products

X.1 Banner Users

Magnolia Suite

X.2 Datatel Users

Crepe Myrtle

X.3 Recruitment Plus Users

Gardenia Suite

X.4 Hobson's Users

Redbud Suite

X.5 Research 25 Users

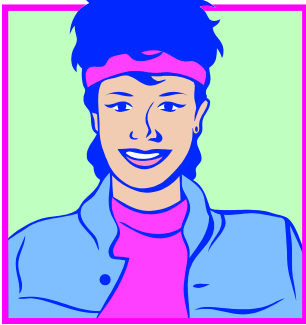
Dogwood Suite

7:00-11:00PM

Tuesday Night Event

Regency A-C2

Join us Tuesday night for "CACRAO Boogie Nights", a night of dinner, dancing and entertainment as we celebrate another year of the hard work that you do. Be creative and find the very best costume representing the style of the 70's and 80's era! We will take you on a musical journey as we celebrate these decades of trendsetting fashion and timeless music! Be ready to show off your dance skills in one of our many dance contests or you just might be asked to hit the stage to perform your favorite old school song...



WEDNESDAY, DECEMBER 10, 2008

8:00-10:00AM	Breakfast And Business Meeting	Regency A,B1,B2,C2
10:00-12:00PM	New Executive Committee Meeting	Regency A,B1,B2, C2
10:00-12:00PM	New Committee Meetings (TBA)	Redbud Suite



We hope you enjoyed the conference!

Safe travels home!