



# **DIMENSIONS OF PROFESSIONAL ADMISSIONS™ OPEN ENROLLMENT VIRTUAL WORKSHOP**

June 1-5, 2025  
11am - 2pm ET

Kick off meeting Friday, May 29, 2026 | 11am - 12:30 pm ET



# COURSE DETAILS

## DIMENSIONS OF PROFESSIONAL ADMISSIONS™ OPEN ENROLLMENT WORKSHOP

Virtual Sessions

June 1-5, 2026  
11am - 2pm ET

Kick off meeting Friday, May 29, 2026  
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\$2,900 per person.



[Register Now!](#)

## Meet Your Instructors

**Kashina and Sharmila speak your language - because they've lived your reality. And they're here to help you turn every conversation into enrollment and retention momentum.**



**KASHINA CUSSON**  
Client Partner & Certified Facilitator

Kashina led admissions and retention teams as a former VP of Enrollment Management - driving up enrollments, reducing drops, and coaching her teams to real results.

She's been in the trenches and knows what it takes. Now, as a Carew facilitator, she brings that same discipline and clarity to every session - practical, direct, and built for today's admissions grind.



**SHARMILA PATI**  
Certified Facilitator

For the past ten years, Shar has been training and onboarding admissions advisors nationwide and coaching both reps and leaders to boost conversions and drive enrollment growth.

She brings sharp insight and serious momentum to every session. Whether she's unpacking strategy or role-playing tough conversations, Sharmila creates real breakthroughs for teams that want to level up fast.

# Dimensions of Professional Admissions™

Today's admissions teams face more pressure and complexity than ever - fewer students, more competition, and rising expectations from students and families.

Carew's Dimensions of Professional Admissions™ (DPA™) program gives enrollment professionals the skills, language, and

confidence to influence enrollment decisions with empathy and structure.

This isn't about becoming a "closer." It's about guiding the right-fit students to a confident yes - with a student-first communication strategy built for real conversations, not scripted pitches.



## BUILDING TRUST FROM THE START

DPA™ teaches a simple, repeatable process to build genuine connection quickly - without pressure. You will learn how to listen deeply, uncover what truly matters, and earn trust early in the enrollment journey.

### WHAT YOU'LL LEARN

- ▶ How to apply LAER® to admissions conversations
- ▶ Techniques for uncovering needs, values, motivations, and fit
- ▶ How to turn campus tours into engaged conversations and connection moments



## HANDLING RESISTANCE

Objections aren't rejection - they're a request for reassurance and potentially more information.

DPA™ provides you with tools to handle difficult questions confidently, empathetically, and with a calm, student-centered approach.

### WHAT YOU'LL LEARN

- ▶ Why objections are an essential part of healthy decision-making
- ▶ How to de-escalate concerns and re-center on student goals
- ▶ Tools to maintain control without increasing pressure



## GUIDING TOWARD A CONFIDENT YES

When students feel heard and supported, they're more likely to take action.

DPA™ demonstrates how to guide students through uncertainty, request enrollment, and build momentum - without sounding like a salesperson.

### WHAT YOU'LL LEARN

- ▶ How to lead decision conversations with clarity
- ▶ Ways to frame solutions that align with student priorities
- ▶ A simple model for activating next steps

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“DPA™ gave me a framework I actually use every day - not just during yield season.”



# STORIES FROM OUR DPA™ GRADUATES

“Before DPA™, we thought we were doing okay. Now we have a shared language, a common strategy, and a level of confidence that’s completely transformed how we approach prospective students and each other.”



It’s not about being pushy. It’s about being intentional. DPA™ showed me how.”

“This course helped me stop winging it and start leading real conversations. DPA™ gave me the tools to uncover what students care about and connect it to what our school actually offers. It’s made every interaction more meaningful and way more effective.”

# Why Carew?

## Admissions Training That Connects

For nearly 50 years, Carew International has helped sales professionals build trust faster, lead stronger conversations, and guide better decisions.

And that's exactly what today's admissions professionals need.

Our Dimensions of Professional Admissions™ (DPA) course equips your team with the mindset and tools to stop “recruiting” and start guiding decisions with confidence.

They'll walk away with a framework they can apply across every touchpoint without sounding scripted.



**40+**

COUNTRIES SERVED



**500,000+**

PEOPLE TRAINED



**99.6%**

CLIENT SATISFACTION

## It's Not Just Training, It's a Shift in How You Show Up

➤ **Beyond the Brochure:**  
We teach the psychology behind student decision-making, so your team leads with insight, not information dumps.

➤ **Battle-Tested Methods:**  
Backed by decades of research and real-world success, our training delivers measurable improvements.

➤ **Built for Higher Ed**  
This isn't corporate sales training in disguise. It's built for admissions teams navigating today's enrollment pressures and tomorrow's yield goals.

➤ **It Sticks.**  
Our Reinforcement Series makes sure what's learned gets used - so your team keeps winning long after training ends.

**Register Now!**



**CAREW**  
INTERNATIONAL

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**Still not sure?**  
**Book a call with Kashina!**

Complete our Contact Us form,  
and Kashina will be in touch.



**Book a Call** 