



5th Annual NARAC Conference

Wednesday, September 13th 2017- Boston, MA

Hosted by: Boston College High School

9:00am-9:20am: Registration and Light Breakfast: *Outside of Cadigan Atrium (volunteers will direct you)*

9:20am- 9:45am: Welcome Address and Introduction of Regional Groups: *Cadigan Hall*

9:50am- 11:15am: Opening Session: What You Bring to the Leadership Table- *Cadigan Hall*

Joe Bellavance, College Board

Joe will help regionals think about who they are as a person, what experiences they've had that shape their views, and what they "bring to the table" as part of a larger group. This session is based on a combination of diversity and Maslow's Hierarchy of Needs. We will explore to understand our engagement in social/professional group environments. It will require participation, some personal sharing, and will be very applicable to regional work. It can help each person understand their position at the NARAC table/ their regional groups, as well as their position at their individual campus tables.

11:20am- 11:50am: Lunch with BC High Students and Staff: *Cadigan Hall and Atrium*

11:50am- 12:10pm: Break

12:10pm-12:50pm- Breakout Session A:

- **A1: A Newbie Guide to Using Data for Recruitment-** *Bulger Auditorium*

Anni Judkins, Texas State University- Regional Manager

Most regional counselors have such large territories that it's hard to decide which schools to visit. This session will present various data resources to assist new counselors in making these decisions. It should also provide helpful information when you're considering breaking into new markets.

- **A2: HR Questions and Concerns for Regionals-** *Great Books Room*

Carin Smith, Lawrence University – CARR

Did your office invoke the updated stipulations of the Fair Labor Standards Act last year (even though these new stipulations are now on hold)? If so, did they make the same changes for regional vs. non-regional admissions staff? Are you, as a regional, reviewed from a performance standpoint in the same way as your non-regional counterparts? Did you, as a regional, receive any unique onboard training in comparison to your non-regional colleagues? Survey results and conversation during this session should help all of us position ourselves to better assist each other, and our offices with HR concerns that are specific to regional personnel.

- **A3: Maintaining Relationships With Your Office-** *Cadigan Hall*

Rae-Anne Mena, Saint Louis University- ROAR & Courtney Wallace, Augustana College - CARR

Come hear what your on-campus colleagues and fellow regionals had to say about how regionals can strengthen their working relationships with their offices. This session will review the close to 200 survey responses we received from regional and on-campus colleagues across the country. We will share the "good, the bad and the ugly" revealed in survey responses in hopes of helping us all strengthen our relationships with our offices. We will all leave with some "do's and don'ts" to help us move forward and of course, we will leave plenty of time for group discussion.

1:00pm-1:40pm- Breakout Session B:

- **B1: Open Forum—Discussion of Regional Management- *Bulger Auditorium***

Craig Dionne, University of Denver- NEARR & Elisa M. Krapcha, The University of Kansas- ROAR

Peek into the structures, processes, responsibilities of regional teams in different office structures by chatting with regional representative supervisors who are regionals themselves. We'll introduce topics with common curiosity ("how does your office_____?") and leave plenty of time for idea sharing, brainstorming and more.

- **B2: Regional Reps & ACAC Affiliates- *Cadigan Hall***

Amanda Wulle, Purdue University- ROAM & Katherine Miele, University of South Carolina- NEARR

In this session, we will discuss ways to engage with local ACAC affiliates from an organization and individual perspective. Some regional associations incorporate an organizational philosophy to engage and collaborate with their local ACAC. Other regional associations may not have the same level of support from their local ACAC, in which case, regionals have the opportunity to engage with their ACAC for individual professional advancement and development opportunities. We invite reps to an open discussion to share successful ways to engage with ACAC affiliates and brainstorm opportunities for potential involvement.

- **B3: You've Got Questions...We've Got Answers!- *Great Books Room***

Rick Diaz, Southern Methodist University- RACC, Ed Devine, Lafayette College- RACC, & Caitlin Provost, Texas Christian University- NEARR

An open discussion with senior regionals/ a chance to ask questions and bounce ideas off of regional colleagues. Come prepared to share about regional life. This flexible session can be a chance to chat about anything on the mind of a regional rep.

1:50pm- 2:35pm: Final Session: The Future of the Regional Model as an Enrollment Management Strategy- *Cadigan Hall*

Vern Granger, The Ohio State University

Vern will focus his talk on the future of regional models and how they relate to trends and the differing changes in demographic populations around the nation. How do we see regionals needed in 3-5 years, 5-10 years, public vs. private, etc.

2:35pm- 3:00pm: Closing Remarks and Discussion: *Cadigan Hall*

Thank you for attending the 5th Annual NARAC Conference – see you at NACAC!

Friday, September 15th:

12:15pm- 1:15pm: Regional SIG Meeting at the NACAC Conference- Room 107

*****A giant THANK YOU to Boston College High School for their incredible generosity in hosting our group. Words cannot express how much we appreciate it!*****