



# March

*How many of these enrollment projects can you put on your calendar?*

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

## Marketing

- Advertise Spring Open House and summer programs
- Mail flyer or postcard to families in the area
- Reach out to your community and participate in a service project
- Sponsor your neighborhood little league team
- Host pre-k and kindergarten morning "open houses"
- Announcements in church bulletin
- Update website and Facebook

## New Family Sales

- [Follow Up](#) with families from Open House
- Pair newly registered families with current families; create buddy program
- Create new family "manual" to address any FAQs
- Track potential families and follow up

## Retention

- [Letters](#) from teacher (next grade level) to current families
- Celebrate retention success