

ENROLLMENT INCENTIVE PROGRAM

Time and again, we have found word-of-mouth to be our most effective advertisement. We would like to encourage our school families who are bringing friends to EL Christian Studies and we would like to assist those who are enrolling their children for the first time.

How the incentive program works:

Tuition reductions in the amount of \$100 would be awarded to each of two parties: (1) the current school family who was the primary influence in enrolling a new family and (2) a family who enrolls their child(ren) in EL Christian Studies for the first time as a result of this recommendation. In either award, the new family must have at least one full-day student. The tuition reduction is a per family (not a per student) reduction and would be applied at the end of one completed semester.

The new family has the responsibility of naming the primary influence in their enrollment. This is to be done in writing, on the form below, and submitted with other enrollment paperwork.

Incentives do not apply when other tuition discounts are already in place. Teacher and pastor discounts are awarded with the assumption that these persons will promote the school.

An incentive may be awarded to a student receiving a scholarship, using the following formula:
determined need - incentive = scholarship award

(According to the Jane Hammond Scholarship policy, a matching donor must supplement the school's award in case of new students.)

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The following school family was the primary influence in our decision to enroll our children in EL Christian Studies: _____

(Leave blank if not applicable.)

If other factors influenced your decision, please check all that apply. This enables us to use our advertising dollars wisely.

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|----------------------------|-------|-----------------------|-------|
| 1. Newspaper ad or story | _____ | 7. Froggy Radio | _____ |
| 2. Community activity | _____ | 8. Yellow page ad | _____ |
| 3. Church bulletin insert | _____ | 9. White page listing | _____ |
| 4. EL Christian Studies Ad | _____ | | |
| 5. Minister recommendation | _____ | | |
| 6. Website | _____ | | |

Signature of applying parent(s)

Name(s) of student applying(s) & grade