

How Innovative Marketing Helped Kansas State University Polytechnic Campus Grow New Student Enrollment by 71%

Dr. Christopher Smith, Executive Director Enrollment Management, Marketing and Financial Aid



Rebuild, Grow, Ignite..

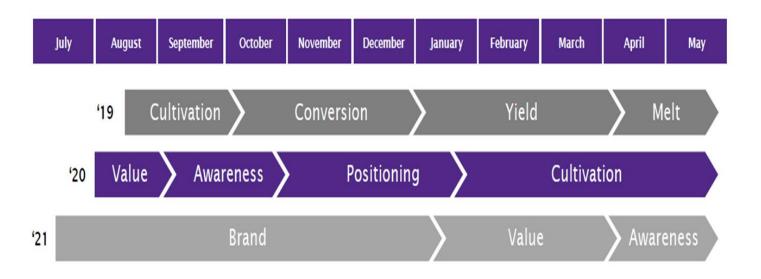
- Three-year plan to rebuild, grow and Ignite recruitment
- Key role variable print played in the overall multi-channel marketing strategy
- Choosing the right partner
- Results



Rebuild ..

Three-year plan to rebuild, grow and transform recruitment

Targeted sophomores, juniors and seniors





Rebuild ..

Three-year plan to rebuild, grow and transform recruitment

Targeted sophomores: Brand, Value and Awareness

	July	August	September	October	November	December	January	February	March	April	May
'21		Brand			Value			Awareness			



Rebuild. Brand, Value and Awareness



Hi Danielle,

Classes, clubs, friends, sports and intramural, internships, community service, Wildcat games...it's a long list, and it is all part of your K-State Polytechnic experience.

The numbers don't lie. K-State Polytechnic has

- 14:1 student to faculty
- 96% placement rate after graduation
- 78% of campus learning space is reserved for hands-on labs. .
- #1 happiest fan base in the Big 12 (ESPN)

There are many reasons to be happy about at Kansas State Polytechnic, and we want you to be able to experience it all.

Check out your personal site to learn more about all of the great things we have to offer

Visit My PURL

Kansas State Polytechnic Admissions

785-826-2640 olytechnic@k-state.edu



#3 Most School **Spirit in America** (Princeton Review 2018)



Country (Princeton **Review 2018)**



Review 2018)

VISIT US SOPHOMORE DAY First 10 people to register will get a frees g bag,

KANSAS STATE | Polytechnic Campus

YOUR EXPERIENCE

It's never too early to start planning for college. Just one visit and you'll see why K-State Polytechnic

is the place for you.

4:1 STUDENT-TO-FACULTY

66% OF CAMPUS LEARNING SPACE

Register by Friday, Feb. 15 polytechnic.k-state.edu/sophomoreday

· Real-world experience

Student-focused

A polytechnic education is:

Sophomore Day | Friday, Feb. 22

Pedro,

MATTERS!

Innovative learning

Industry connections

Friday, Feb. 22

KANSAS STATE UNIVERSITY

Polytechnic Campus Office of Admissions 2310 Centennial Road Salina, KS 67401-8196

104256-KSUP-SophVisitDayPC-v1

Pedro Felar 306 Main st Poughkeepsie, NY 12601



Rebuild.. Brand, Value and Awareness

HALIFAX FAMILY, WE'VE GOT SEVEN GREAT REASONS WHY CHRISTOPHER WILL LOVE K-STATE POLYTECHNIC!





Halifax Family, encourage Christopher to schedule a campus visit today!

my.polytechnicexperience.com/ ChristopherHalifax
 KANSAS STATE
 Polytechnic Campus

 U N I V E R S I T V
 Polytechnic Campus

 2310 Centennial Road, Salina, KS 67401

Halifax Family 306 Main Street Poughkeepsie, NY 12601

MAKE THE MOST OF CHRISTOPHER'S SENIOR YEAR!

With all the planning and preparation that has to be done, you're a vital piece along this journey. Your guidance and support will help make your student's college experience successful and memorable.

Here are the reasons why Kansas State is the right choice for Christopher

my.polytechnicexperience.com/ ChristopherHalifax Hands-on learning from day one! Every college has classrooms, but there are not many places like K-State Polytechnic where 66% of their learning space is dedicated to labs.

> Christopher is at the center of attention A 14:1 student-to-faculty ratio means that professors know your student by name.

Standout programs

Our Electronic and Computer Engineering Technology program has a distinct foundation based in basic circuit theory, semiconductor applications, digital systems, microprocessor programming and interfacing.

> Vanier Family Presidential Scholarship At \$80,000, this is the largest renewable scholarship in the state.



Our faculty make a difference in the world Important research leads to exciting, patent-granting discoveries

Innovations in the community

Each year, something new comes to campus. This year, we introduced the Mobile Aircraft Simulator Lab.





Rebuild. Brand, Value and Awareness







View More on Instagram ♡Qî 64 likes Add a comment.

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- Report full senior year class schedule (self-reporting available).
- Submit/report ACT/SAT score results.
- Submit official college transcripts (if applicable).

You've completed 0%

Complete an Application.

- Submit a \$40 application fee/U.S. applicants or \$80 fee/international applicants.
- Submit official high school or home school transcripts, or GED Certificate and proof of graduation.



Placement rate

after graduating

Degree

Options





Submit >



THE EXPERIENCE MAT

"In the 17 years since I graduated from the

program. I have worked in varying capacitie

in three completely different fields, yet I was

jobs. This program supplied me with not only

the understanding of technical information,

able to use the skills I obtained in the

but also teamwork documentation and

reporting, research and hands-on

classroom and lab in every one of those

mechanical engineering technolog

Kansas State f University Polytechnic Campus

Students in the mechanical engineering technology degree wanted to learn more about the movement of fluid mechanics, so they designed and 3D-printed a device for a class project and for

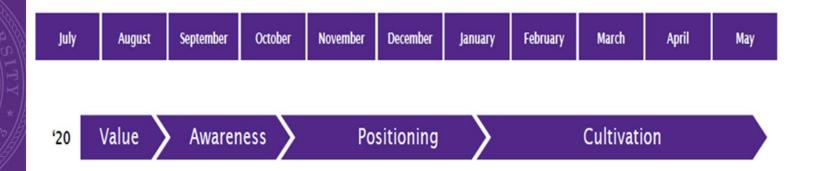




Grow ..

Three-year plan to rebuild, grow and transform recruitment

Targeted Juniors: Value, Awareness, Positioning and Cultivation







Hi Christopher.

Take a closer look at Kansas State Polytechnic!

By the numbers:

- 14:1 student-to-professor ratio
- 78% hands-on labs
- 96% placement rate after graduation
- 1 of 4 campuses in the Kansas State University system

A small setting with the resources of a Big 12 university-explore K-State Polytechnic Campus today!



Dion Mosley Admissions Representative 785-826-2643 nosley@ksu.edu





Looking for a balance between classes and social life during your college experience? Kansas State Polytechnic Campus has just that

- State-of-the-art Student Life Center with basketball courts, treadmills, ellipticals, free weights and more.
- · Plenty of club sports and intramurals such as soccer, basketball, softball, etc.
- Affordable, safe housing and dining services
- K-State Wildcat athletic events

Schedule a visit now and come check out our campus experience.



Admissions Representative







John— The Experience Matters. MAKE THE MOST OF IT.

16 CUTTING-EDGE PROGRAMS



H John

A Kanus State University Polytechnic Campus, we are committed to nurturing, developing and educating the next generation of doers. This means you. We believe in education through experience. Not just theory in a textbook, but in an active classroom with industry application and project-based work. Whatever your interests, our velcoming university strives to help you reach your potential.

Now is the time to put concept into action and take a closer look at Kansas State Polytechnic. To get started on your K-State path, visit your personal site today:

my.polytechnicexperience.com/JohnSmith

John, explore what makes us stand out.

Christopher Smith, Ph.D. Executive Director of Enrollment Management & Marketing

KANSAS STATE



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Mechanical Engineering

Paying for College

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APPLY NOW

VISIT CAMPUS

Stay Informed!

enrolment deadlines

Primary Phone

Opt in for text messaging here to receive

reminders about event dates and important

+1 : Canada; United States of America: 1 ·

messages to this number and I have

969

I'd like to receive text and voice

read the opt-in policy. submit >

Home Prepare to Make Your Mark on the Visit Us World, Christopher! Apply Now

At Kansas State Polytechnic, we don't just believe in making the world a better place through aviation, engineering, technology and art - we actually do it. We believe that learning is deeper than theory in a classroom, and we want to welcome you into the next generation of doers.

This personalized site is about you, your interests and everything K-State Polytechnic. Explore the University-learn about your major options, get to know the community, and schedule an on-campus visit. You can also view our admission requirements and start your application. All the info and links you need are on these pages.

We look forward to seeing you on campus, and answering any guestions you may have about Kansas State University Polytechnic Campus.



Application Checklist considered for acceptance. We will notify you of the acceptance decision shortly afterward.



Admissions Representativ

785-826-2643

dmosley@ksu.edu

- graduation Report full senior year class schedule (self-reporting available)
- Submit/report ACT/SAT score results



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Add a comment	ര



Take these steps to complete your application. All steps must be completed for your application to be



- Submit official high school or home school transcripts, or GED Certificate and proof of
- Submit official college transcripts (if applicable

You've completed 0%

Complete an Application



Placement rate

after graduating

KANSAS STATE UNIVERSITY Polytechnic Campus









Mechanical Engineering Technology

Built on a strong foundation of science, mathematics and practical courses, students learn concepts in the Mechanical Engineering Technology program that can be directly applied to product design and manufacturing in all types of industry. You will focus on technical graphics with computer-aided drafting, material strength and testing, computer numerical control, economics, quality control and machine design.

Program Educational Objectives

PEOs are broad statements that describe the career and professional accomplishments that the mechanical engineering technology option is preparing graduates to achieve.

- Prepare graduates for entry level careers with engineering technical skills and knowledge to meet industry needs in the areas of mechanical design, manufacturing, and industrial automation
- · Prepare graduates with skills in systems/component design, application, and understanding for self directed learning. Prepare graduates with excellent communication skills
- · Prepare graduates to value professional behavior in a diverse world.
- · Prepare graduates for professional development, social awareness, and ethics



See other Programs Programs Mechanical Engineering Techni Y





"In the 17 years since I graduated from the mechanical engineering technology program, I have worked in varying capacitie in three completely different fields, yet I was able to use the skills I obtained in the classroom and lab in every one of those jobs. This program supplied me with not only the understanding of technical information, but also teamwork, documentation and

reporting, research and hands-on

experience." - Michelle O'Hare, MET '99,

Project Engineer with LWI Aerospace

Have a question about K-State Polytechnic?

Ask below and we will be sure to get in touch with you.

Submit your questions here



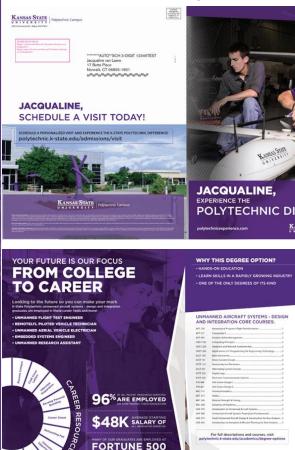


Kansas State Kansas State University Polytechnic Campus

Students in the mechanical







→ COMPANIES ←



have always enjoyed working where previously there were none. Studying UAS design and integration allows me to collaborate with aviation and engineering professionals to iesign groundbreaking solution for problems that haven't been solved before. K-State Polytechnic has one of the only four-year degrees in the nation occused on the engineering side Certificates and Minors:

Aviation Electronics Technology Certificate

- Business Monte

- Applied Manufacturing Cortificate - Autorition Safety Minor

Composite Regain Certificate

KANSAS STATE UNIVERSITY'S

ratio is 14:1 - meaning our faculty are focused on each individual student. We are a tight-knit family with a small college feel and the

A POLYTECHNIC EDUCATION IS:

OVATIVE LEARNING

INDUSTRY CONNECTIONS:

REAL-WORLD EXPERIENCE

STUDENT-FOCUSED

EXPERIENCE THE POSSIBILITIES UNMANNED AIRCRAFT SYSTEMS - DESIGN AND INTEGRATION



ABOUT SALINA

Kansas State University's Polytechnic Campus Is located in Salina. Kansas. With a population of about 50,000 residents, the city of Salma afters the particle likenol of hig city amendies and small-town ambiance and charms. Salina has a tetrograder scener and boards many musical and calibrate events, sports facilities, restaurants and shoging areas, Cubideo embudasts enjoy the downtown district within Salina, walking trails and more than 700 acres of parks, as well as lakes and the nearby Flint Hills. Salina is only a one hour drive to the Manhattan campus and the state's largest city. Wichita. Welt antimakannan own for more



EASY-TO-UNDERSTAND **TUITION AND COST** NO PARKING FEES + NO TECHNOLOGY FEE KANSAS RESIDENT TUITION NON-RESIDENT TUITION" Fall Semester \$4.753 Fall Semester.... \$12.020 \$4,753 Spring Semester .. \$12.020 \$9,506 \$24,040 **IT'S WORTH IT!** REACH YOUR GOALS BY EXPLORING FINANCIAL OPTIONS polytechnic.k-state.edu/financialaid TYPES OF ASSISTANCE: Scholarships Grants Loans Work Study SCHOLARSHIPS EARN PART OF THE \$38 MILLION K-STATE AWARDS EACH YEAR polytechnic.k-state.edu/scholarships FEATURED \$80K \$40K \$20K \$20K-SCHOLARSHIPS \$32K NOV.1 FEB.1 DEC. 1 PRIORITY DEADLINES







ALANA, EXPERIENCE THE POLYTECHNIC DIFFERENCE! payrethicrogrammer com



EXPERIENCE THE POLYTECHNIC DIFFERENCE! polytechnicesperience.com





KANSAS STATE

Friday, Oct. 19

TRISTAN, YOUR EXPERIENCE MATTERS! Friday, Oct. 19 | Check-in: 9 a.m.

Just one visit and you'll see why K-State Polytechnic is the place for you

A polytechnic education is: Real-world experience

 Innovative learning Student-focused Industry connections

4:1 STUDENT-TO-FACULTY

96% AFTER GRADUATION

78% OF CAMPUS LEARNING SPACE

Register by Friday, Oct. 12 polytechnic.k-state.edu/fallvisit

KANSAS STATE UNIVERSITY



Polytechnic Campus

Office of Admissions 2310 Centennial Road Salina, KS 67401-8196

> 103551 KSUP Ir Sr Day V1 Program: Undecided Program Laver : Undecided

> > Tristan Carlile 139 E Pine St Junction, TX 76849-5127



Ignite..

Three-year plan to rebuild, grow and transform recruitment

Targeted Seniors: Cultivation, Conversion, Yield and Melt

July	August	September	October	November	December	January	February	March	April	Мау
'19	Cultivati	on 🔪	Conv	version			Yield		〉 Mel	t



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APPLY NOW

VISIT CAMPUS

Stay Informed!

enrolment deadlines

Primary Phone

Opt in for text messaging here to receive

reminders about event dates and important

+1 : Canada; United States of America: 1 ·

messages to this number and I have

969

I'd like to receive text and voice

read the opt-in policy. Submit 🗲

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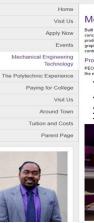
785-826-2643

dmosley@ksu.edu

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KANSAS STATE UNIVERSITY Polytechnic Campus



Admissions Representative 785-826-2643 dmosley@ksu edu



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Ask below and we will be sure to get in touch with you.

Submit your questions here:





Kansas State Kansas State University Polytechnic Campus

Students in the mechanical







- Submit/report ACT/SAT score results.

You've completed 0%

Complete an Application



View More on Instagram

 $\bigcirc \bigcirc \uparrow \downarrow$ 64 likes രി



Friday, March 1

KANSAS STATE

CAMERON, YOUR EXPERIENCE MATTERS!

Friday, March 1 | Check-in: 8:30 a.m.

Just one visit and you'll see why K-State Polytechnic is the place for you

A polytechnic education is: • Innovative learning • Real-world experience • Industry connections • Student-focused

14:1 STUDENT-TO-FACULTY → 96% RATE 66% of CAMPUS LEARNING SPACE 66% IS HANDS-ON LABS Register by Friday, Feb. 22

polytechnic.k-state.edu/springvisit

KANSAS STATE

PRESORTED FIRST-CLASS MAL U.S. POSTAGE PAID NEWBURGH, NY PERMIT NO.414

Polytechnic Campus

Office of Admissions 2310 Centennial Road Salina, KS 67401-8196

> 104378 KSUP Jr Sr Day V1 Program: Professional Pilot Program Layer :Professional Pilot

Cameron Augusta 708 Oak St Lamar, MO 64759









YOUR FINANCIAL AID

At K-State Polytechnic, we offer our students opportunities for many types of institutional financial aid to make a Wildcat education affordable to all. A variety of grants and academic scholarships are available for students who qualify

\$9,506.00 \$6,706.00 \$4,578.00
\$20,790.00
\$600.00
\$600.00 \$21,390.00
seral Funds) \$5,000.00 \$5,500.00

and the second se	10 N	\$10,892.0
	14 m	\$21,392.0
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	1.	

TOTAL \$21,392.00



GRANTS

Grants are available to students who meet financial need requirements and do not have to be repaid

Complete the FASFA as early as Oct. 1.

LOANS

Complete the FASFA

as early as Oct. 1.

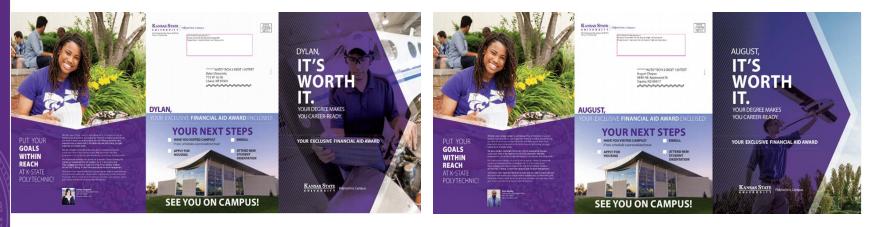
Borrow money for college at low interest rates. Man do not require you to begin payment until after graduation.

program helps you supplement money from home and other assistance Complete the FASFA as early as Oct. 1.

Part-time employment through the work-study

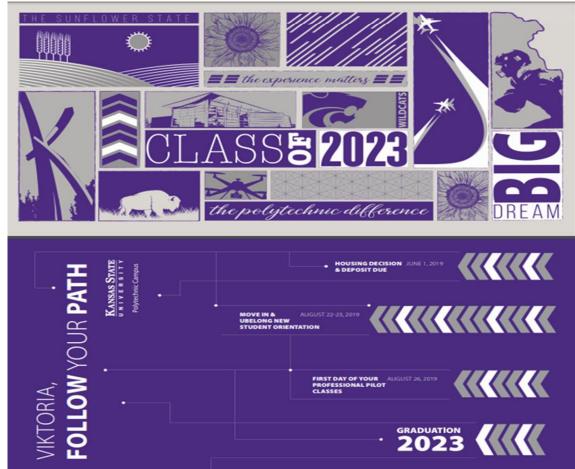
WORK STUDY













Choosing The Right Partner..

Three-year plan to rebuild, grow and transform recruitment



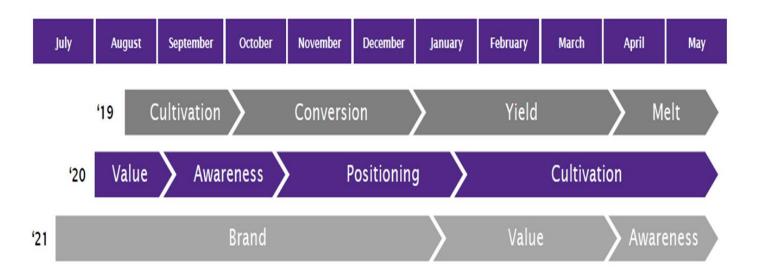




Rebuild, Grow, Ignite..

Three-year plan to rebuild, grow and transform recruitment

Targeted sophomores, juniors and seniors





Rebuild, Grow, Ignite.. Results Fall 2018

Three-year plan to rebuild, grow and transform recruitment

- 291 new students in 2018 a 53% increase over 2017
- 48% start rate in 2018 increased by 17% over 2017
- 589 personalized campus interview/visits increased 49% over 2017
- 643 total applications in 2018 (in 8 months) increase by 23% over 2017
- Freshmen enrollment up nearly 50% in 2018 making it the largest freshmen class in 5 years
- 12 out of 16 programs grew enrollment in 2018
- 118% in new students in the pro-pilot program, and the flight portion at capacity in 2018
- On-Campus living increased by 32% in 2018





Thank You.

DR. CHRISTOPHER SMITH 785-826-2647 CSMITH8@KSU.EDU

