

SCRIPTS FOR SETTING AN APPOINTMENT

Use the scripts as guidance, but say it in your own words.

Question: How much is your tuition?

Answer: Tuition and fees is \$____. Next year, we will award over \$____ in financial aid. When you come in, we will explain how that works.

Our Principal, [name], is available this afternoon at [time] or would tomorrow morning at [time] be better?

Question: My child has a learning disability; can he attend your school?

Answer: It depends on the situation. The best way to know if we are the right school for your child is for you to meet with our principal. S/he needs to meet with you and assess the situation.

Our Principal, [name], is available this afternoon at [time] or would tomorrow morning at [time] be better?

Question: Do we have to be Christians in order for our child to attend your school?

Answer: It depends. This is something you will need to talk over with our Principal. But first things first, we need to determine if this is a good fit otherwise. To do that, we need to schedule an appointment.

Our Principal, [name], is available this afternoon at [time] or would tomorrow morning at [time] be better?

Question: Our child has been expelled from his last two schools? Can he enroll at yours?

Answer: Our principal assesses these kinds of situations. The only way to know for sure is to visit with him/her.

Our Principal, [name], is available this afternoon at [time] or would tomorrow morning at [time] be better?

Question: Can you just send me an information packet? I'm not sure I'm ready to visit yet.

Answer: We'd be happy to do that. However, in our experience, the best decisions come when parents visit with our principal. That way we can understand your needs and whether the school is a good fit. That's quicker than hours spent pouring over our literature or website.

Our Principal, [name], is available this afternoon at [time] or would tomorrow morning at [time] be better?

OTHER GOOD PHRASES:

Our Principal has over _____ years of experience and loves meeting with new families like you.

I can promise you that if your child is not a good fit for this school, our Principal will make suggestions of what would be best.

Our Principal considers meeting with families like yours an important part of his/her ministry, whether you end enrolling your child or not.