

## ***Using a Tuition Guarantee Program to Address the Enrollment Challenge***

*At Good Shepherd Episcopal School (TX), the same perennial conversation about tuition played out year after year. Is our tuition affordable? Is there an upper limit to what families are willing to pay to educate their children? Will our community abandon the private school option or defect if there's another tuition increase? Tuition increases are outpacing families' earnings increases—is this business model sustainable? The school instituted a tuition guarantee program to settle that question for its families. Learn how the program works and what the results have been.*

### **Learning Objectives:**

Participants will learn how to use a tuition guarantee program to address enrollment challenges.

### **Presenter: Amanda Medina, Chief Financial & Operating Officer, Good Shepherd Episcopal School (Dallas, TX)**

Amanda Medina has been with Good Shepherd for six years as the Controller and is finishing her first year as Chief Financial and Operating Officer. She came into the independent school industry with a background in public accounting. She is also mom to two students of the school.

**Field of Study:** Finance

**Prerequisites:** Basic knowledge of independent school finances

**Advanced Preparation:** None

**Program Level:** Update

**Delivery Method:** Group Live

**Participants will earn 1 CPE credit.**